

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE

Vol. XX, No. 8

New York, N. Y.

August, 1921

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Your warehouse may be entirely free from moths, but quickly becomes infested through goods which reach you from some careless housekeeper. The most careful examination may not disclose moths, and yet there may be hundreds of tiny eggs in the goods all ready to hatch into worms and do damage.

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The Illinois Furniture Warehousemen's Association recommends **Enoz** as the most effective moth protection they have seen. They recommend that each lot be sprayed with **Enoz** before piling away and that the floors and walls of storage rooms be sprayed with it.

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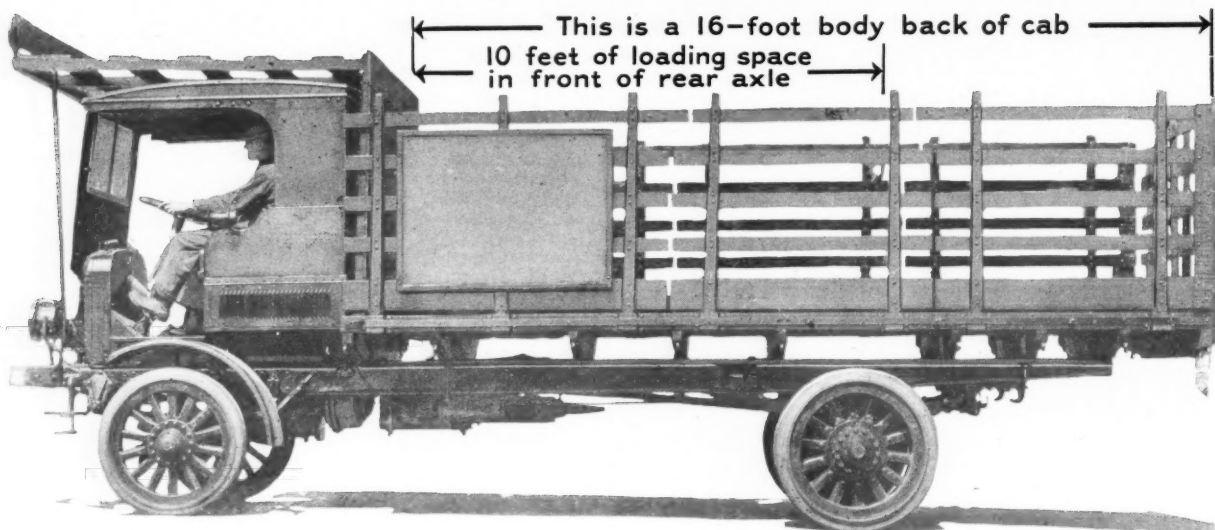
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we place our extensive facilities at the disposal of all those interested in the important problem of eliminating industrial waste.



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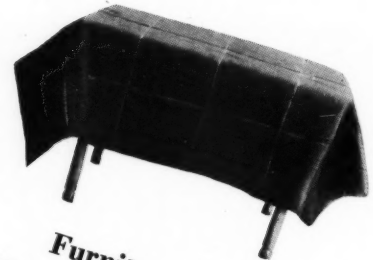
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# DISTRIBUTION & WAREHOUSING

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TRANSFER & STORAGE

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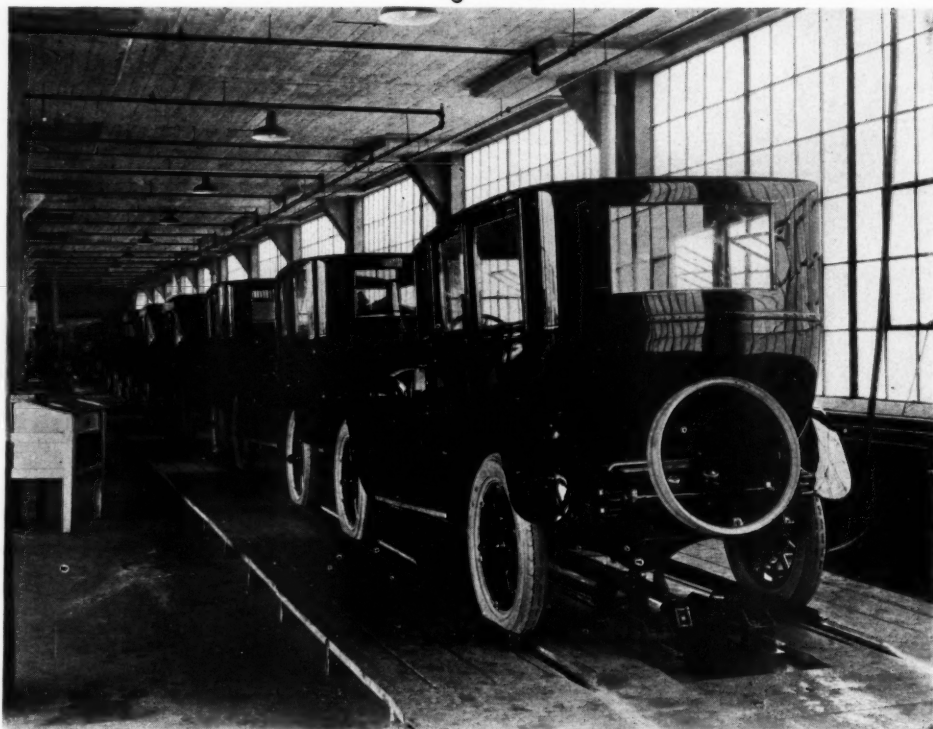
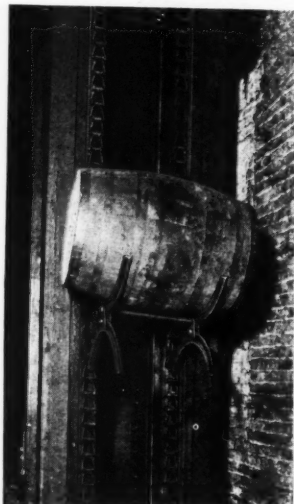


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Whether your materials, boxes, barrels, bags, etc., have to be carried up to the top floor or down to the basement—or anywhere in and about your warehouse—there is always a Gifford-Wood Elevating or Conveying equipment to do the trick.

Gifford-Wood Conveyors are economical, dependable and safe—they supersede the obsolete hand-to-hand transfer method and release your operatives for more productive work.

Gifford-Wood Conveyors are valuable in any warehouse. They are subject to a wide application. Perform a variety of services. Offer no obstruction when not in use.

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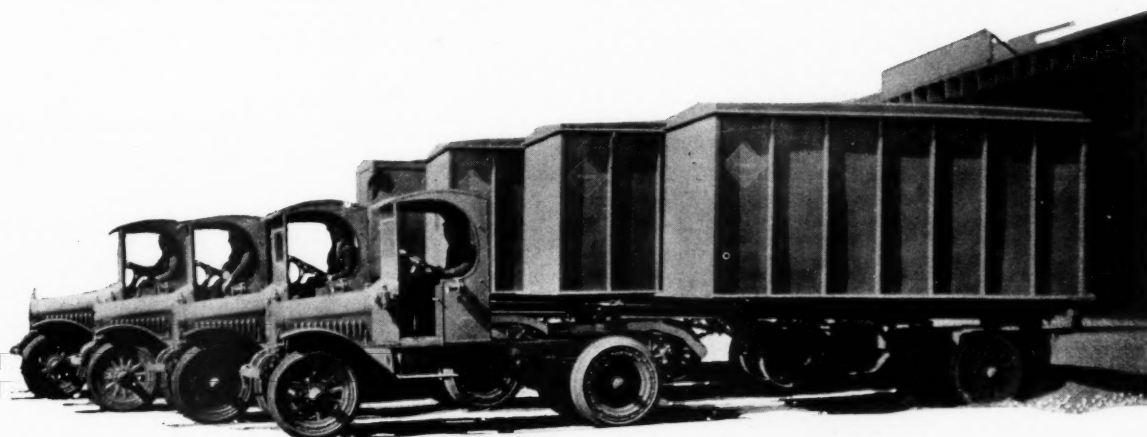
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Gas trucks are not built for city work—they cannot be operated economically on short-haul or frequent-stop routes:

—they usually cost 25% more than horses-and-wagons.

—they usually cost 50% more than electric trucks.

Can you afford 50% more? Maybe you could afford it last year and the year before. But can you afford it now?

If you can afford it, wouldn't you rather have that money in extra profits?

You know—you should know—that gasoline trucks average only 5 years in city delivery work.

*Do you know that Ward Electrics last more than 10 years? Think what that means in money saved—to buy one electric instead of two or three gas trucks!*

You know that your drivers let gas truck engines run at traffic stops, waiting in line, and even while making deliveries.

*Do you know that when Ward Electrics stop all expense stops—there's no engine to be left running?*

You know that your gas trucks are repeatedly in the shop for repairs, tire changes, replacements, etc.

*Do you know that it is unusual for a Ward Electric to be out of service more than 7 days a year, even including revarnishing?*

You know that the very speed that makes a gas truck good on long distance hauling is either useless or dangerous in crowded traffic.

*But do you know that the costs of tires and many vital parts increase almost with the square of the speed—that these costs are almost four times as much at 20 miles an hour as they are at 10 miles an hour?*

Ward Electrics operate at controlled speeds—about twice the speed of horses-and-wagons and about as fast as traffic conditions and frequent-stop service will permit. And about as fast as your pocketbook can afford now that we're getting back to normalcy.

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On the hottest days of summer, when horses falter and gas trucks become overheated, and in the severe snowstorms of winter when the physical energy of the horse limits his service, and when gas trucks rip their gears out in the snow, Ward Elec-

trics complete their deliveries better than either.

Proof of this?

Isn't it enough to know that in the baking industry, which has to market its output every 24 hours no matter what the weather—that in this business nearly every leading baker relies upon Ward Electrics for city routes?

We make you this definite offer. Tell us how many city trucks you operate, the approximate mileage per day, the number of stops, the weight of loads, etc. Based upon these facts, as given by you on our delivery analysis form, we will tell you whether Ward Electrics will do your work or not.

If they do not do the work we guarantee they belong to us—not to you.

If they do your work, it means a probable saving of 20% to 35%.

We have a book that presents facts that will make any business executive take a new look at his delivery costs.

May we send you this book?

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Ward Electric Model WD of the Mirror Co., New York

# Ward Electrics

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TO 10,000 LBS.

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No. 8

## FREIGHT RATES

**"H**ORIZONTAL increases in freight rates," William J. Buchanan, for years engaged in railroad traffic work, told the convention of the Central Warehousemen's Club at Chicago on July 1, "are vicious and unscientific, because they not only destroy previous relationships and ignore every factor which should control rate-making, but in the end defeat their own purpose by diverting traffic to unusual channels and discouraging movement in volume."

Every railroad man, every industrial traffic manager, every warehouse executive, Government and Chambers of Commerce officials, and all others interested in the vital problems before the nation to-day—the prosperity of American transportation by rail—should read this logical, constructive, carefully-prepared paper by Mr. Buchanan, beginning on page 8.

It is Mr. Buchanan's contention that the consumer, the warehouseman, the distributor—and the railroads themselves—would be benefited by the building of freight rate structures which properly recognized the difference in the cost of handling less-than-carload quantities as compared with the cost of handling carload quantities.

It would be natural to suppose, Mr. Buchanan comments, that a proper freight rate would have for its foundation "the cost of the service for which the charge is made." He adds:

"But it hasn't! It never has had and never will have until the railroads get away from their country-grocer method of putting all their revenue in one till, taking out their expenses and fixed charges and, if there is anything left, they have made some money. If nothing is left, or there is not enough in the till, rates must be increased."

Men who attended the Chicago convention declared this paper perhaps the most important ever read in the history of warehousing.

Mr. Traffic Manager, what do YOU think of it?

# FREIGHT RATES\*

## As They Affect Warehousing

By WILLIAM J. BUCHANAN

Manager, Minneapolis Terminal Warehouse Co., Minneapolis

THE question of freight rates is very complex in a country of such magnificent distances as these United States, with their many lines of industry and varying commercial, topographical and climatic conditions.

It is not my purpose at this time to analyze the present rate structures on all commodities; for that could be intelligently done only in tabular form. Oral discussion of such a far-reaching subject lacks interest and passes quickly from the mind.

OF course you all recall the story of Pharaoh's dream about the seven fat and seven lean cattle, etc., which dream was interpreted as a forecast of seven years of plenty, followed by seven years of crop failure; and how Joseph, the Father of the Warehousing Industry, conceived the idea of establishing storage facilities for the excess production during the fat years, against the needs of the lean years.

From the time that Joseph initiated the warehousing industry, to within the last few years, this industry has been to a considerable extent a creature of circumstance—that is to say, it was dependent upon the law of supply and demand of other industries. In other words, when business conditions were normal and supply and demand fairly well balanced, the warehouse business was at low ebb. It is, therefore, most gratifying to know that within the last few months there has been concerted action and effort toward actually creating demand for warehouse space and service which cannot fail to benefit the industry.

### Three General Conditions

There are, in my judgment, three general conditions contributing to the present volume of storage:

First: Storage of excess production against prospective demand.

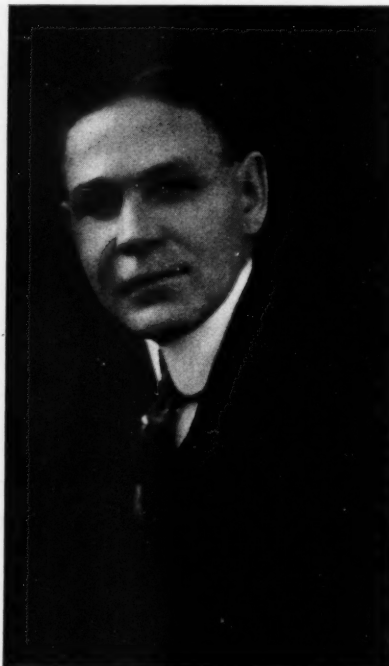
Second: Storage of merchandise in close proximity to consuming territory, in order that prompt deliveries may be made.

Third: Storage of merchandise at favorably located distributing points, in order that the spread between the carload and less-than-carload rates may be reflected in lower distribution costs.

\*Paper read before Central Warehousemen's Club at Chicago.

But I do wish to, and will, discuss the whys and wherefores of the freight rate as related to the warehousing industry; also the whys and wherefores of that industry in its relation to the freight rates and commerce generally.

Perhaps I can present my views more clearly by first reviewing the processes of thought by which my conclusions are reached; and in so doing I must necessarily refer to certain subjects which other members are far better qualified to discuss than I am.



William J. Buchanan.

The first two conditions are entirely controlled by commercial necessity, therefore no effort on the part of the warehouse industry can increase to an appreciable extent the storage demand created by these conditions.

The third condition is a factor which, combined with other economic factors, has contributed to the wonderful growth of the jobbing industry, and the demand thereby created has to a large extent

been cared for by the wholesaler. During the last few years, however, particularly the present year, the jobber has restricted his purchases in large volume, in some cases almost to the point of destroying the economic condition which justifies his existence. Where he formerly bought in carload quantities, he now buys a few cases at a time; and so there has been a gradually increasing demand for spot stocks in warehouses from which the jobber can draw supplies in small volume.

### New Business

Here is a field of opportunity for the development of a volume of new business beyond the wildest dream of the most optimistic warehouseman, and it is in this phase of its development that the warehousemen must seek that increased volume of routine business necessary to stabilize the industry.

It is in this phase of its development that the warehousing industry becomes a most important economic link in the chain of transportation from producer to consumer, but this relationship can only be established and maintained under rate structures properly recognizing the difference in the cost of handling less-than-carload quantities as compared with the cost of handling carload quantities.

It is in this relationship to the nation's commerce that the effect of freight rates is felt; it is with this relationship, encouraged by proper rate structures, that the effect of the warehousing industry on freight charges can be reflected in lower distribution costs.

The basic principle of distribution is: "Elimination of distance." There are other economic factors to be considered, which at times become dominant, or perhaps I should say that time-hallowed



practice gives the appearance of greater influence. These factors are not always present and are apt to be peculiar to particular lines of industry. It is, therefore, impracticable to deal with them in a general discussion of the subject.

The one factor constantly confronting the shipping public is *distance* involving two elements of cost—one in dollars and cents in the form of transportation charges, the other in the time consumed by "days in transit"; all of which concerns the warehousing industry.

### The Figures 8

I have prepared a map (see page 10) graphically illustrating this basic principle of distribution. Let me call your attention to some hieroglyphics. Here I have combined the two cost elements, Time and Freight Charges, in the Figure 8, in order to show how intimate is the relation between them. The upper lobe of the 8 represents Freight Charges, and the lower Days in Transit.

I want to explain that these figures have not been scaled to show the actual relation, but have been exaggerated to emphasize the importance of keeping in mind the fact that one factor can hardly be changed without disturbing the other.

The first Figure 8 represents a fast, high cost transportation service; express service, for example, or truck service. Here the distributor has cut his cost in time by increasing his cost in dollars and cents.

The second Figure 8 represents a movement in L. C. L. channels from point of production to point of consumption, similar to the movement shown by the solid lines on the map. Here

to a logical distributing point, shown on the map by the broken lines, and a distributive L. C. L. movement from point of distribution corresponding to the dotted lines on the map. It will be noted that the lower half of this fourth 8 corresponds in size to the lower half of the first 8, indicating that the distributor is brought within express time distance of the consumer, not only without sacrifice in transportation charges, but at a distinct saving.

So you see that a plan of distribution which reduces only transportation charges fails in its purpose, as distance is not eliminated, but is still reflected in time. On the other hand, if time only is reduced, distance is still present in freight charges.

So it is important that the test of the Figure 8 be applied in determining a distributing point, if distance is to be eliminated to the greatest possible extent.

I could find no reliable figures from which I could determine the extent to which this basic principle has been applied in actual practice, but some idea can be had from the following analysis of traffic in and out of Minneapolis during the month of April, 1920 and 1921.

Total cars received at Minneapolis, April, 1920, 23,403; April, 1921, 18,637. Of these cars there were 14,284 in 1920 and 11,829 in 1921 of commodities that move only in carload—such as coal, grain, hay, flour, lumber, etc. The balance, 9119 in 1920 and 6808 in 1921, consisted of miscellaneous merchandise, both carload and less-than-carload.

In April, 1920, there were 3539 cars of L. C. L. merchandise received contain-

per car; and in 1921, 75 per cent. was forwarded in average loads of 6.4 tons.

The Twin City market is the service-breaking point as well as the rate-breaking point for the territory served therefrom. If we had the figures for centers where the break in both rate and service is not combined, the percentage of L. C. L. received would no doubt be considerably higher.

### L. C. L. Factors

There are apparently two factors causing this excessive movement of freight in L. C. L. channels: first, improper rate structures; second, failure on the part of distributors to recognize the economic value of warehouse service.

What is a freight rate?

A freight rate is an amount (we used to say in cents per 100 lb., but now a freight rate is not complete without the dollar mark) charged by a railroad or other carrier for the transportation of 100 lb. of freight from one point to another. It would perhaps be natural to suppose that this rate would have for its foundation "The cost of the service for which the charge is made"—but it hasn't! *It never has had and never will have until the railroads get away from their country-grocer method of putting all their revenue in one till, taking out their expenses and fixed charges and, if there is anything left, they have made some money. If nothing is left, or there is not enough in the till, rates must be increased.*

But what rates should be increased? The passenger rates? The L. C. L. freight rates? The C. L. freight rates? The rates for service requiring special equipment? *They don't know because they do not know their unit costs, so it is not unnatural that they increase all of them.*

### "All We Can Get"

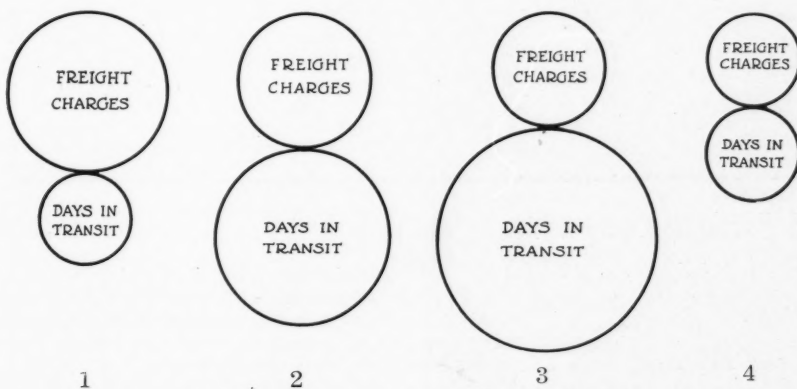
The freight rate first had for its foundation "All the traffic will bear." Perhaps under that favorable basis railroad development was too rapid. At any rate, keen competition between individual carriers forced a change from "All the traffic will bear" to "All we can get." Under this basis, the charge was not always the same for equal service and it was necessary to enact regulatory laws whereby discriminatory features were sought to be removed.

An element of science has gradually crept into rate-making. Commercial needs, market adjustments, territorial adjustments—in fact everything that should be considered except "Cost of service"—became factors in determining the measure of a rate.

Then we entered the war period and the carriers, like every other industry, had a duty which must be performed regardless of cost. How well they succeeded not only in performing that duty, but disregarding costs as well, we all know.

This total disregard for cost, in spite of an unprecedented volume of business,

(Continued on page 11)



These figures 8 are explained in detail on this page

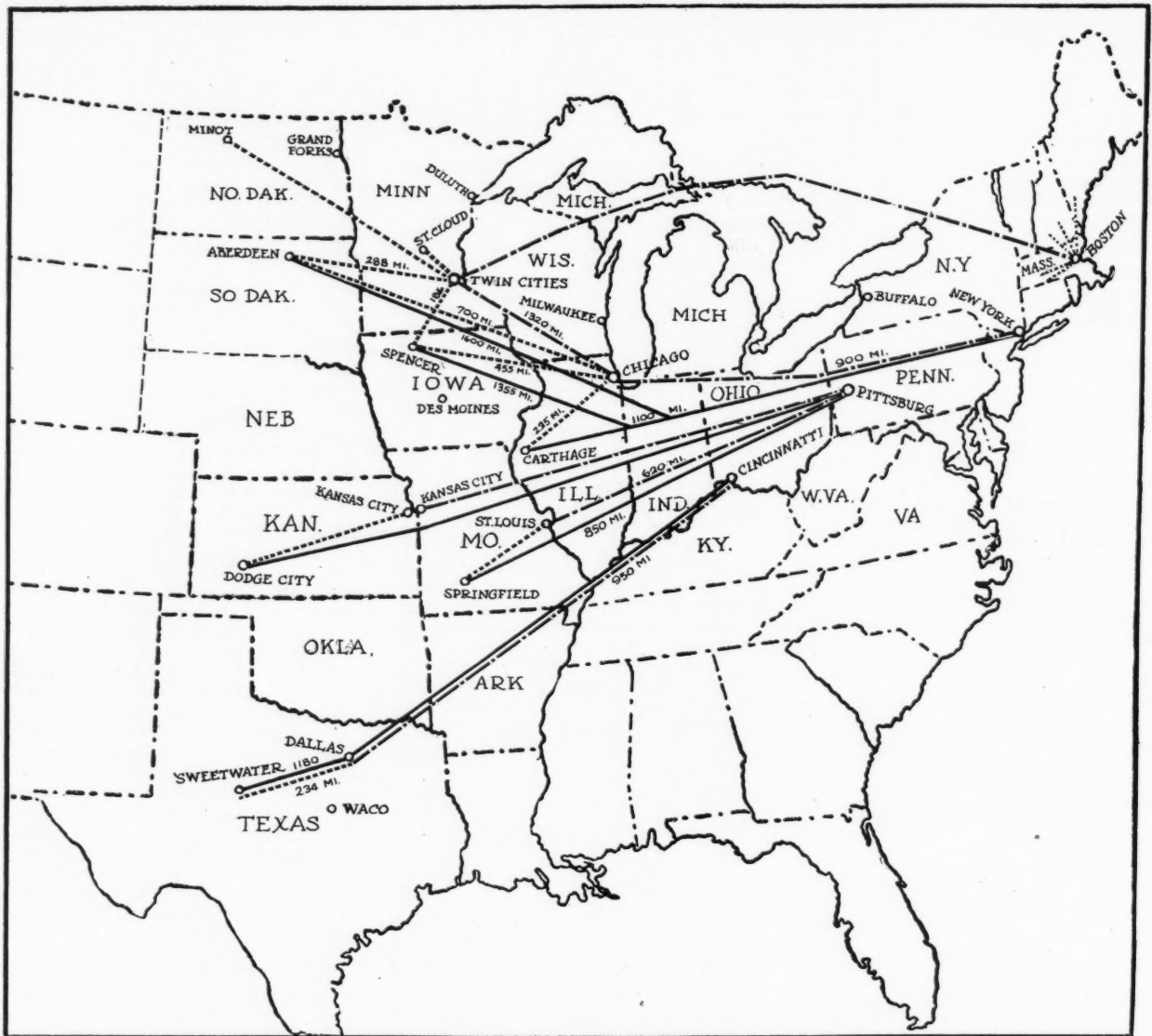
you will note that the time in transit has been increased out of all proportion to the saving effected in transportation charges.

The third Figure 8 represents a movement involving the use of a cheaper form of transportation, such as lake and rail. Here the transportation charges are reduced but the days in transit are increased. The fourth Figure 8, you will note, is the only one in which the two factors are brought into proper relation. This represents a carload movement up

ing 18,258 tons—an average of 5.2 tons per car. In April, 1921, there were 2820 cars of L. C. L. containing 14,914 tons—an average of 5.3 tons per car.

Thirty-nine per cent of the cars of miscellaneous commodities received at Minneapolis during April, 1920, arrived in cars containing an average of but 5.2 tons. In 1921 41 per cent. was received in cars containing an average of but 5.3 tons.

In 1920, 70 per cent was forwarded in Minneapolis in average loads of 5.3 tons



### Explanation of Map

There are three classification divisions:

1. Official, east of Chicago and Indiana-Illinois State line and north of the Ohio and Potomac Rivers.
2. Southern, south of the Ohio and Potomac Rivers and east of the Mississippi.
3. Western, territory lying west of Chicago and the Mississippi River.

It was found that these classifications were not sufficiently elastic to take care of changing conditions and it was necessary to recognize these changes by the publication of special commodity rates, exceptions to the classifications and establishment of rate groups, such as the Eastern Trunk Line, Central Freight Association, Southeastern, Southwestern, Western Trunk Line, Trans-Missouri, Trans-continental, etc., each having its own peculiarities with respect to rate structure.

These divisions, or groups, also involve, to a considerable extent, break in service. You can

readily see, therefore, the importance of evolving a distribution plan which will confine L. C. L. movement to the greatest possible extent within the borders of a rate and service group.

The solid lines on the map represent L. C. L. movement from point of production to point of consumption.

The broken lines represent C. L. movement from point of production up to a distributing point.

And the dotted lines represent a distributive L. C. L. movement from distributing point to point of consumption. For example:

Take the solid line, New York to Carthage, Ill. This involves an L. C. L. haul of 1,100 miles through Eastern Trunk Line and Central Freight Association and across the State of Illinois. By using the broken line, New York to Chicago, and dotted line, Chicago to Carthage, we substitute 900 miles of C. L. haul and 235 miles of L. C. L. haul for 1,100 miles

of L. C. L. haul, and the L. C. L. movement is confined to one rate and service group.

For the 1,100 mile haul, the carrier receives \$1.84 per 100 pounds, or 3.35c. per ton per mile, while for the 235 mile haul the carrier receives 84½c. per 100 pounds or 6¾c. per ton per mile.

Now compare the solid line, New York to Aberdeen, S. D., 1,600 miles of L. C. L. haul, with the broken line, New York to Twin Cities, 1,320 miles, and dotted line, Twin Cities to Aberdeen, 288 miles. For the 1,600 mile L. C. L. haul, the carrier receives 4.3 cents per ton per mile. For the 288 mile haul they receive 9c. per ton per mile. The same condition holds

true at all other points, St. Louis, Kansas City, Dallas, etc.

There are some dotted lines radiating from Boston—these represent a concentrating movement: boots and shoes, for example, from nearby factory towns to Boston, from which point, under proper rates, they would move in C. L. as indicated by the broken line to the Twin Cities or any other distributing point for local delivery and distribution beyond. This is a field that has been developed to some extent by the household goods division of the warehousing industry, but has hardly been touched by the merchandise section.

WILLIAM J. BUCHANAN.

(Continued from page 9)

resulted in a constantly decreasing margin between expense and revenue. In an effort to maintain a proper margin between income and outgo, and in some cases prevent overlapping, two substantial rate increases were made—one of 25 per cent in June, 1918, and a second in August, 1920, of 35 per cent to the western lines and 40 per cent to the eastern lines, making a total advance of 68 per cent West and 75 per cent East.

### Vicious Method

*Horizontal increases in freight rates are vicious and unscientific because they not only destroy previous relationships and ignore every factor which should control rate-making, but in the end defeat their own purpose by diverting traffic to unusual channels and discouraging movement in volume.*

These are the steps by which chaos in our rate structure has been reached and this is the unstable and unscientific foundation of the thing that can build up or tear down the warehousing industry.

I do not hold with those who place the responsibility for "business depression" on high freight rates, for the railroads themselves are victims of that depression. There can be no doubt but that they share in the responsibility for the continuance of depression, for, until the process of deflation, including transportation rates, which must necessarily follow a period of inflation, is completed, normal business conditions cannot be restored.

I think it is generally conceded by railroad executives that rates are too high and should be reduced, but they seem to be of the opinion that decrease in rates can be made possible only by the reduction of items of expense, such as labor, that enter largely into their total costs. Apparently it has not occurred to them that a serious study of their costs would enable them to apply scientific economies in operations that would produce far greater savings than any wage reductions they might be able to make.

On every hand we hear about inadequate railroad terminal facilities in large distributing centers and the impossibility of expansion to meet the demands. The volume of L. C. L. freight

at large terminals has long since passed the point of maximum efficiency and economy in handling. The cost of expansion to meet present normal needs without considering future needs would be prohibitive and it seems impossible that the carriers can continue to handle an ever increasing volume of L. C. L. traffic without imposing excessive rates.

The movement of L. C. L. freight requires special service of all kinds—

- (a) Costly terminal facilities.
- (b) A large force of freight handlers.
- (c) A large clerical force at local stations to check, bill and abstract the many small shipments.
- (d) A large clerical force in the accounting department is required to properly check and record the numerous transactions involved.
- (e) A large clerical force in the claim department to investigate claims for loss and damage.

### MR. WAREHOUSEMAN:

"A FIELD of opportunity for the development of a volume of business beyond the wildest dream of the most optimistic warehouseman" is described in this paper by W. J. Buchanan.

What Mr. Buchanan told the Central Warehousemen's Club convention at Chicago was declared by many storage executives present to be the most constructive address ever made before an assembly of the men in your industry.

Read it—and drop him a line telling him what you think of it.

The expense in connection with carload traffic for these items is comparatively small.

The freight cars of 15 and 20-ton capacity have been replaced by the 30 to 50-ton cars. The cars weighing 13 tons have been replaced by the cars weighing 20 tons. And the \$400 car has given way to the car costing \$1,500.

The most economical use of equipment is therefore necessary. The aver-

age load of L. C. L. freight does not exceed 8 tons; and, for each 8-ton load of revenue producing L. C. L. freight hauled, the carrier must haul 20 tons of non-productive weight, an overhead of 250 per cent.

The average load of carload freight is about 15 tons and it is hauled in the same 20-ton car with an overhead in non-productive weight of but 133 per cent.

You can readily see that the cost of handling L. C. L. traffic greatly exceeds the cost of handling carload traffic and that the additional cost is not confined to the physical handling at terminals which, according to an analysis of the cost of handling L. C. L. merchandise to and from cars by the railroads operating into the Twin Cities, amounts to \$1 per ton each way.

It is easy to see that if a large volume of freight now moving in L. C. L. channels were diverted to carload channels, the net revenue of the carriers would be greatly increased. Right here is where the warehouse industry, encouraged by rate structures that properly recognize the economy of carload movement, can relieve the carriers of this burden of excessive L. C. L. traffic without prejudice to any industry.

### Examples

I want to give just three examples to show to what extent rate structures recognize the cost factor—

First: Canned meats, Chicago to St. Cloud, Minn., on which the spread between the L. C. L. and C. L. rates is not sufficient to recognize the difference in cost.

Through L. C. L. rate, 64½c., made up as follows:

Chicago to Twin Cities .... 44 c.  
Twin Cities to St. Cloud ... 20½c.

Through ..... 64½c.

Shipped in carloads to a Twin City warehouse and reforwarded L. C. L., the situation would be:

Chicago to Twin Cities, C.L.  
36,000 lb. .... 34 c.  
Warehouse charges including 1 month storage .. 10 c.  
Twin Cities to St. Cloud  
L. C. L. .... 20½c.

Total ..... 64½c.



This rate offers no encouragement for a volume movement.

Now let us look at it from a revenue standpoint. Assuming that the average car of L. C. L. freight is 16,000 lb. (which is probably excessive, as the average received at Minneapolis during April, 1920 and 1921, was slightly more than 10,000 lb.):

16,000 lb. Chicago to Mpls.	
at 44c. ....	\$ 70.40
Loading and Unloading at	
10c. ....	16.00

Balance comparable with	
C. L. earnings.....	\$54.40

36,000 lb. Chicago to Mpls.	
at 34c. ....	\$122.40

### Question:

Now the question is: Can the carrier afford to continue the high C. L. rate of 34c. and force the traffic into channels that yield a revenue of but \$54.40 for hauling a car from Chicago to the Twin Cities, when a C. L. rate of, say, 26c. would encourage the movement in the more economical C. L. channels and yield a revenue per car of \$93.60 and without taxing the terminal facilities?

Second: There are numerous commodities, such as boots and shoes, hats and caps, clothing, etc., on which the rates, with very few exceptions, are quoted "In any quantity or classified in L. C. L. quantities only."

A rate illustration is unnecessary, for it is obvious that such rates offer no inducement for carload movement.

Third: Linoleum, New York to Chicago, on which by some happy chance the spread between L. C. L. and C. L. is sufficient to recognize the difference in the cost.

N. Y. to Chicago, L. C. L.	\$1.38½
N. Y. to Chicago, C. L. 30,-	
000 lb. ....	.73½c.

Spread .....	.65 c.
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An amount sufficient to pay for warehousing handling and pay for five months' storage.

Applying the car earnings test:

16,000 lb., L. C. L. at	
\$1.38½ .....	\$221.60
Loading and unloading .10	16.00

Balance comparable with	
C. L. earnings.....	\$205.60

30,000 lb. C. L. at 73½c...	220.50
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At first glance it would appear that we have increased the tonnage hauled by 14,000 lb., or 88 per cent.; while the earnings have increased but \$15, about 7 per cent. Let us see how it really does work out:

In the case of the L. C. L. movement there are 8 tons of freight and 20 tons of car, a total of 28 tons which the carrier must haul. In the case of the C. L. movement there are 15 tons of freight and 20 tons of car, a total of 35 tons, which is an excess gross tonnage of 7 tons or 25 per cent. And this is as it should be, for expense does not accrue in direct ratio to the volume of tonnage.

Some idea of the saving effected by

the diversion of L. C. L. traffic to C. L. can be formed from the following calculation:

A conservative estimate of the L. C. L. freight hauled annually would be 90,000,000 tons. Suppose only 25 per cent. of that amount were diverted to C. L. channels: there would be a saving in loaded cars hauled of about 1,500,000, to which we must add at least 33 per cent. for empty haul, making a total reduction of 2,000,000 in the number of cars hauled annually. The reduction would, of course, be in long haul traffic, so the saving in cars hauled one mile would be enormous.

Mr. Willard of the B. & O. R. R. estimates the average shortage of cars, other than coal cars, to be 160,000. A saving of 2,000,000 cars annually would go far toward removing this shortage!

In addition to the direct saving in operating expenses because of the reduction in the number of cars hauled, there are the economies made possible by freedom from congestion in large terminals.

Net revenue is the measure of the earning capacity of the carriers and I can conceive of no more logical way of increasing net revenues than to establish carload rates on all commodities that will encourage the movement in carload quantities and discourage to the point of necessity the movement in L. C. L. channels.

### The Soap Figures

Those of you who read the analysis of soap rates in the June number of *Distribution & Warehousing* will recall wide discrepancies in the spread for various distances:

Kansas City to Chicago, 451	
miles .....	8 c.
Chicago to Minneapolis, 421	
miles .....	10 c.
Kansas City to Minneapolis,	
484 miles .....	18½c.

This is another evidence of the hazardous way in which our rate schedules have been constructed.

But we cannot place all of the responsibility for excessive L. C. L. movement on freight rates, for under favorable rate structures similar to the one on linoleum, previously explained, *distributors do not make full use of economic channels, apparently for one of the following reasons:*

1. They fail to recognize the economic value of warehouse service.
2. Warehouse distribution conflicts with time-hallowed sales methods, which they hesitate to change.
3. Some distributors look upon a warehouse as merely a place to store merchandise and know nothing of the development in warehouse service.
4. They think they are not interested because their customer pays the freight.
5. They just don't think of it.

And so we find that the consumer is deprived of the benefits of distribution economy—

First: Because the rates on some commodities do not fully recognize the economy of C. L. movement, and the spread between C. L. and L. C. L. rates

is not sufficient to permit the distributor to use warehouse facilities.

Second: Because no carload rate is provided on a large number of high class commodities.

Third: Because the shippers themselves often fail to take advantage of warehouse facilities even when the spread between C. L. and L. C. L. not only takes care of all warehouse charges, but leaves a substantial saving as well.

What is the remedy?

The carriers should ascertain as accurately as possible the cost of various classes of service. Rates should be revised in proper relation to that cost, with due regard for commercial necessity and on a level that will insure the profitable operation of our transportation system.

The warehouseman must study his business. He must know the service he has to sell, how it can best be sold and what he should charge for it. He must understand the commercial and economic advantages of his service and he must be careful to sell only such service as he can efficiently perform.

The distributor must keep pace with changing conditions and, by timely changes in sales and distributive methods, give the consumer the advantage of every economic distribution facility.

In conclusion I would say that such hearty co-operation between the carriers, warehousing industry and distributors would bring about co-ordination of the two distribution agencies and thus—

1. Enable the carriers to render more efficient service at reasonable rates and meet the demands of commercial expansion without extravagant cost;
2. Provide a routine volume of business for the warehousing industry that will serve to stabilize it and insure a high standard of service at reasonable cost;
3. And give the consumer the full benefit of the most efficient and economical distribution service available.

### Warehouseman on Tour

OAKLAND, CAL., July 1—W. H. Pinkston, manager of the ocean freight service of the Lawrence Warehouse Co., is making a month's inspection trip which will cover every branch of the ocean freight traffic service along the Pacific Coast. His survey will start in San Diego, continuing northward to Vancouver, B. C. While in the North he will attend the convention of the Pacific Advertising Clubs at Tacoma.

Mr. Pinkston's tour was made necessary by the large increases in freight traffic through the Oakland terminal dock, which has been under his supervision for the past ten months. Freight is now distributed through this dock to all points along the Pacific Coast, by rail and water, as well as being shipped direct to all lower Pacific and Atlantic Coast ports. Mr. Pinkston will collect data on which improvement in service at the dock will be based.

## Discussion of Constitutionality of

# TAXATION OF SHIPPERS' STOCKS IN WAREHOUSES\*

*If High Assessments Drive Away Profitable Storage Business,  
the Answer Is Going to Be "Tax"*

By C. G. Yates

*Traffic Manager, Vick Chemical Co., Greensboro, N. C.*

**T**HOUGHT and attention should be given to the subject of taxation of warehouse stocks, on account of the amount involved, the territory involved and the tendency of States to assess these taxes. To get right down to the facts I will give you the law in one State which has just been passed:

"House File No. 29. A bill for an act providing for the listing for taxation by warehousemen of goods in storage and providing a penalty for failure to list.

"Be it enacted by the State of Minnesota.

### Minnesota's Law

"Section 1. Every person, firm or corporation, engaged in the business of storing foods, wares, or merchandise, except grain elevators and grain warehouses, shall on or before May 15 of each year, furnish under oath to the assessor of the assessment district wherein any such goods, wares or merchandise may be stored, held or kept, a full and true list showing the names and addresses as of May 1 of such year, of all persons, firms or corporations having goods, wares or merchandise in storage or in the possession or control of such warehousemen.

"Section 2. The assessor of any assessment district shall have the right and authority to enter any storage house, building or place in which goods, wares or merchandise may be stored, and to examine the books and records of the person, firm or corporation having control thereof, and to make a full and complete examination and inventory of such stored goods or merchandise.

"Section 3. If any warehouseman shall fail or refuse to make the list provided for in Section 1 hereof at the time herein provided, he shall be guilty of a misdemeanor.

"Section 5. Any and all acts and parts of acts inconsistent herewith are hereby repealed.

"Section 6. This act shall take effect and be in force from and after its passage."

That on its face clearly outlines the

obligation of the warehouseman. He must do it according to law or, if not, he is guilty.

Now, as an explanation of that, I would like to give you an interpretation of the warehouse as to what that covers. They state their construction and their notice to a storer: "Your name having appeared upon the list sent in by this company, we are advising you of the mandatory nature of the same, and for your information enclose the company's blank." It says: "This covers merchandise in transit which is actually sold

by you previous to May 1, and destined to points beyond Minneapolis, as exempt from taxation."

There is one thought. It also does not apply as you will notice to grain in elevators. There is a thought that we have there. They exempt grain in elevators. The allied products of grain would be grain product on which we have milling in transit and reshipping arrangements might be held temporarily. Then, when you come to your merchandise, you have the same proposition. We have a carload of thirty or forty thousand pounds going into a certain city. If you send this for storage, you haven't got any exemption because you haven't sold any of it when that car is shipped. You may sell some before it arrives, or it may go in and a certain percentage stay in storage ten hours. Ten per cent might be delivered in the city proper, 20 per cent might be shipped out of the State. So it does not look as if this exemption was worth anything.

Now the big question to my mind is how are you going to define the line of demarcation between inter and intra-State business? That is the question that I think will have to be handled from the people's viewpoint.

Now, in the second place, how much territory, if I may express it this way, is subjected to this penalty? It is not universal and it seems to be, from our experience and the data I have been able to get, mostly confined to Western points. I find that there is a law and it is being enforced in the States of Oklahoma, Utah, Washington, Wisconsin, Minnesota (at least in Minneapolis), part of Missouri, Illinois, Kentucky, Michigan, Colorado, Nebraska, Iowa, Texas, Tennessee and Massachusetts.

### Some Percentages

As to what that amounts to, I have figures compiled from two firms doing business nationally. One concern paid last year, 1920, taxes, that is personal property, amounting to \$2,777.87. In Oklahoma they paid \$271.94. The smallest was in one point in Wisconsin; the smallest amount was \$35.07 and the

## TAXATION OF WAREHOUSE STOCKS

**O**PINIONS expressed by both distributors and warehousemen are that goods are moved in inter-State commerce when they go from a manufacturing plant in one State to a warehouse in another State, or to a warehouse in the same State but for destination into another State, and that as such cannot be constitutionally subjected to taxation by a State or by a municipality.

In this article these contentions are set forth—and the abolishment of such taxation is the objective of the Shippers' Warehousing and Distributing Association, comprising traffic representatives of manufacturers who distribute through public warehouses.

Every shipper in the country is interested in this subject if he routes his goods through warehouses. Elimination of these taxes means smaller expense in getting products to market.

Mr. Traffic Manager: Join the Shippers' Warehousing and Distributing Association and get behind this movement!

\*Paper read before Shippers Warehousing & Distributing Association.

highest amount was \$806.90 for stock stored in San Francisco.

That varies according to percentage or value, the highest being 9 per cent on the value of the stock. The percentage, the amount paid as taxes to the total amount paid warehouses, runs from 2 per cent to 40 per cent, and in the case of the 40 per cent, they were originally assessed an amount which was 80 per cent of the total amount of charges paid that warehouse for storage, labor, drayage, and all charges. It was so much and so out of proportion that it was taken up direct with the assessor and he reduced it 50 per cent.

Taking the value and the mode of assessing or arriving at these values, we find that it varies, and some of the assessors are smart enough to fix it so you can't get around it. For instance, if you, as a storer, knew that you had to pay a personal property tax at a certain point on stock on a certain date—which in some places is Jan. 1; in others, May 1; in some others it may bear a different date—and the amount was such as I have mentioned here, you could, and rightly so, let your stock at that particular point run down; you could time your shipments so that they would not be there on May 1 and in that way save this amount. But others come along, and under oath, make you give them the amount of stocks you had in a certain place on the first day of every month of the year. Then they take the average and assess it. So from that we see it looks as though you aren't going to be able to outfigure them, but you may have to meet the proposition right as it is and figure accordingly.

#### Arriving at Values

The value is arrived at in different ways. For instance, in Minnesota you pay on one-third of the cost to you. Well, what is that cost? From a manufacturing standpoint we naturally say that is replacement cost; not the selling value of your goods, but replacements. Replacement would cover your cost of manufacture. In many instances your accountant, your statistician, would say that your advertising pro rata cost should be added to that; your overhead would be added to that, and your freight charges must be added to that, and the aggregate would represent your replacement cost.

On one-third valuation the tax is only

\$6.22 a hundred. In other States and cities 50 per cent valuation carries a tax of \$7.355 for a one hundred dollars valuation. Others on actual valuation vary. The cheapest I can find is \$2 up to \$3.18. So were you borrowing money to finance your business and to carry this surplus stock in warehouses you will see what it is costing in percentage figures toward your interest that you would have to pay on your money.

Let us look at it from another angle that may in a measure visualize this. Let us take the case of a car on the Pacific Coast. We will put in that car 625 cases, an arbitrary amount, as the weight on that amount would be nearer the carload minimum, 31,250 pounds. The rating on that commodity caused by water competition, which is the cheapest in the history of rates for the last few years, as proposed is \$2.50. You would have \$781.25 freight on that car. Suppose that the 625 cases would remain in storage for sixty days. Take an average and a very reasonable rate, higher than most cases on that in most points, on a case of the dimensions and weight, and say 5c. a month; stay there sixty days, the warehouse would get \$62.50. If that car arrived on the 29th day of April, was subject to taxation as of May 1, and your replacement value was 50 per cent, or \$10,000, Mr. Assessor would get \$318 out of it in taxes, or nearly half of the freight charges, sufficient to carry that car across the continent and many times greater—five times more than the warehouse would get for handling it for sixty days.

Now the question that comes up in my mind is what are you going to do about it? It may be handled from a legal standpoint. We may be able to show by concerted action of the shippers and the warehousemen and possibly get those laws repealed; or show the State and city authorities that it is bad business, in that it will take business out of their cities, out of their States, and that where they have property investments in warehouses on which they are getting taxes, where this business is coming into their city, being unloaded, gives employment to men and teams, which they might lose; that these laws might be repealed. But until such time as that happens, what is the storer going to do?

Now a storer or a user of warehouses must figure from now on—there has been a time when he could overlook some

of these charges on account of demand and get by—but from now on the boss says: "You must roll up your sleeves and get to work, and unless you can show me that this is a paying proposition or that the service you are rendering the trade is an excellent thing and more than pays the cost, we will cut out warehouses." Now, in many cases you can show that, and he is willing to pay for the service you can render.

Let us take a few concrete cases.

We have heard a lot this morning about Chicago. Now let us take Chicago. The State of Illinois and the city of Chicago do not assess your stocks. Figure your rate from your point of production to Chicago, plus charges, plus less than carload rates, plus charges to points in Minnesota, Wisconsin and Iowa, and compare the total of that with your costs through any points you want to in Iowa, Minnesota and Wisconsin; add your taxes and where are you?

Let us come over on the other side. Take Louisville, Ky.; you have a lot of goods stored in Louisville, close to Cincinnati; you pay taxes in Louisville, and you don't pay taxes in Cincinnati, and what does it mean? You are storing the stock in Detroit. You are filing orders from Toledo, from Detroit. Detroit is going to assess you and on a very small stock will say: "Give me \$148.57 taxes." You can take that \$148.57 and pay a lot of less than carload freight with it when your volume of business into Toledo and Detroit is represented.

#### Driving Away Business

Now, it seems this is a grave question, not only from the storer's standpoint, who wants to give his customers service, who wants to carry stocks in a number of warehouses located in railroad centers, in distributing centers; but when you take \$3,000 a year that you are paying taxes, you can certainly pay with that \$3,000 a lot of less than carload freight bills.

It is not in my power, neither do I want to suggest any way to handle it. I am merely trying to put the situation as I see it before you, and ask that grave consideration be given both by this association and by the American Warehousemen's Association, because I believe that if you don't some of your members are going to see accounts leave them; and when they ask why, the answer is going to be: "Tax."

## Mr. Yates' Paper Considered in Its Legal Aspect and from the Viewpoint of the Warehouse Industry

THE tax situation outlined by Mr. Yates was the leading theme of discussion at the Pittsburgh convention of the Shippers' Warehousing and Distributing Association, on behalf of which a legislative committee of which Mr. Yates is chairman will arrange with the American Warehousemen's Association some plan of action looking toward the repeal of burdensome laws. As pointed

out by J. S. Kallie, traffic manager of J. B. Ford & Co., Wyandotte, Mich.:

"It is an interference with interstate commerce, and they have as much right to tax goods in transit on a side track as they have to tax goods in a warehouse to be moved out on order."

The situation from a legal viewpoint was discussed by F. D. Campau, general counsel for both the shippers' body and

the Furniture Manufacturers' Association of Grand Rapids. Mr. Campau said:

"The unfortunate tax situation is subject to attack first on the grounds of constitutionality. There is no question that any shipment sent to a warehouse which must ultimately be delivered across another State line would not be subject to State taxation, because it would be



a distinct interference with inter-State commerce.

"Another thing that we ought to institute and act as propaganda against is taxation by a municipality. Take stocks of goods that are put into city warehouses and are put there for distribution in the surrounding territory.

"If we go where we can test this by litigation, we will find it easy to stir up a considerable amount of sentiment against this municipal taxation. We can anticipate, too, from the attitude of the United States Chamber of Commerce and all the press that we are not going to find any sympathy from anybody, whether State or city, which will have a tendency to increase the burden from the manufacturer to the consumer. The whole tendency of the time is to do away with the middleman, and I can think of no more helpful plan for the middleman than the municipality which levies a tax on goods intended to travel in as direct a line as possible from the manufacturer to the consumer.

"I think that situation in which the manufacturer is placed by this taxation of warehouse stocks, when he is trying to get his goods to the consumer in as direct a line as possible, need only be developed in the minds of the people to do away with a great deal of that unfortunate situation.

### Looking Ahead

"Now the Legislatures in practically all of our forty-eight States meet in the odd years. In fact, the sessions of the Legislatures in practically all the states are drawing to a close now, and there will not be a session of the Legislature, I think, in forty-one out of our forty-eight states until 1923. That seems a long time ahead to be relieved from these particular burdens, but it is not too long a time to develop this case and to bring this subject to the legislators and to the people. And I haven't the slightest doubt but that with the assistance of such data as can be procured, in fact with the data that Mr. Yates has already procured, I would not hesitate to go before the legislative committee in any community or any state and point out the danger of levying such taxes.

"Make a common war cry on the part of manufacturers, that such taxation would have a tendency to drive manufacturing industries out of the state. That is pretty well war worn, but this new cry would have an effect in any State that has not yet enacted legislation of that kind. *If we can point out that any tendency to increase the burden or to levy a tax upon distribution will ultimately fall upon the consumer, I think we can get ready hearing before any legislative committee in any State or city.*

### Courts Sympathetic

"We will also find, in my opinion, as in labor legislation and in judicial determination of industrial disputes it has been found, that the Courts are singularly responsive to public sentiment, and certainly we must believe that public sentiment is all in favor of taking off

every burden that can be lifted from the process of distribution from an original source to the ultimate consumer, and we will at least have the sympathy of the Court whether or not we can bring our case within the strict reading of the law.

"That is important to follow up. While it is unfortunate, perhaps, that the Legislatures will not meet again and that Court processes are slow, it is fortunate that we don't find ourselves at the beginning of Legislative sessions in which Acts might be passed in a number of states.

"We should make it a business of this legislative committee of ours, and of the co-operative committee of the Warehousemen's Association, to see that no Legislature meets in 1923 which has not before it a statement of the danger of this sort of taxation on warehouse stocks. Also that any Legislature that has passed such a law, will have pointed out to it some of the injustices that are being done by such legislation.

"Particularly is that true of city legislation, because it is a peculiar fact that these taxes are being levied in the agricultural States. The reason is not far to see. The original theory of taxation was to get it somewhere and in those States which are not primarily industrial, not having large industrial plants, they must find some source from which to build up cities to compare with the cities in the East. It has occurred to them there are large values in merchandise which might

"In the States where no such legislation or no such taxation exists, we should see one member at least in each branch of the Legislature and bring it to his attention. Forewarned is forearmed. We should present all the data and facts and arguments which will be sufficient to forestall any legislation of that sort. That, together with any public sentiment we can create, will enable us to get rid of this matter, which simply threatens our system of distribution.

### Easy to Increase Taxes

"You know it is a true saying that if a tax is found workable and constitutional, it is the simplest thing in the world to increase it. There is no difficulty in increasing an old tax. The percentage may be easily raised and almost any Legislative body, which is just as anxious to spend money as to do anything else, will be looking around for a way to get money that they must spend for the glory of their State. So we must first of all get rid of the laws where they exist or else they will increase; and we must prevent the enacting of any such laws in the States where they do not already exist, because if they are once enacted they will be increasing from year to year."

The interest which warehousing as an industry has in the tax situation was set forth by Charles L. Criss, general secretary of the American Warehousemen's Association.

"I have never been able to see any real foundation for some of the attempts to tax goods in warehouses," Mr. Criss said. "It always seemed to me that they were to be regarded as in transit and, in fact, many of them inter-State commerce, and I don't know why a municipality or a State would have any right to tax them. It is a fact, though, that they are doing it in many places.

"That is something that I believe it would be worth while to test out. *Until it is tested out and some definite principles are laid down by the Court it will gradually be extended until it covers the entire country.* The situation is one which is disagreeable to warehousemen as well as it is to those who handle their goods through warehouses.

### The Committee

"While it never affected us in Pennsylvania, it does in some States, and just to quote a remark I heard in the room this morning—'I am done handling business in that State.' That is the reason why a warehouseman is interested in the question just as you are. If some unreasonable taxation were imposed here in Pennsylvania and in Pittsburgh on the handling of the business of you gentlemen, you would see that it would probably react very seriously against the interest of the warehousemen here. We don't want it to do that, nor do the warehousemen of any other State or city."

With Mr. Yates on the shippers' legislative committee are Mr. Kellie, Mr. Campau and W. B. Everest, general traffic manager of the Westinghouse Electric & Manufacturing Co., Pittsburgh.

### MR. TRAFFIC MANAGER: YOU'RE NEXT: JOIN!

**T**WO more manufacturing companies which route their products through public merchandise storage plants have joined the Shippers' Warehousing and Distributing Association:

Minute Tapioca Co., Orange, Mass. Traffic manager, Harry B. Kidder. This company makes Star brand pearl tapioca, Minute tapioca and Minute gelatine.

New England Confectionery Co., Boston. Traffic manager, Charles E. Butman. This company manufactures "Necco Sweets."

be reached in some sort of taxation, and the councils or city authorities of those cities have seized upon this method. I think when it is pointed out to them they will realize that it cannot be construed as anything more than an expedient to get money; that it has no sound foundation and is working a serious hardship on the people on whom the burden ultimately goes.

"We should point out these things in those States wherein such legislation has been enacted, and also in those States where it has not been enacted, and point out to our members and to the warehousemen's associations the dangers and hardships on the ultimate consumer of such legislation.

## The Business of

# WAREHOUSING FROM A NATIONAL VIEWPOINT\*

By L. T. CRUTCHER

President of L. T. Crutcher Warehouse Co., Kansas City, Mo.

**I**N a recent interview, Mr. A. C. Bedford, chairman of the board of directors of the Standard Oil Company, declared that: "The future of American greatness in foreign trade depends upon our ability to think and act internationally." Reducing this statement to our own business, I venture to say that the future of the warehousing industry depends upon our ability to think and act nationally.

Once upon a time we used to refer casually to crops, weather conditions and bank circulation and clearings when discussing the prospects of business. Now it is just one blame index after another—a regular nightmare of percentages and charts—and when we are through tossing these figures about, European politics must be talked over.

Business has indeed changed. It has become absolutely necessary that all economic relations be studied, and it is to the study of these movements that many business men believe they can profitably address themselves.

The study of this new business science undoubtedly got its greatest headway from the experiences of the

business world during the post-war inflation period. Before that time only the most ably managed firms talked familiarly of depreciation, cost accounting, reserves and sinking funds. We learned many things through the peak markets, and some of us would like to have the job to do over again. The period of inflation that we have just been through jerked many a man out of his rut and absolutely made him think in a national way. The period we are now passing through is recognized as a reconstruction period, and we therefore must talk about reconstruction problems. The effort which the Government will make through the Department of Commerce to put trade information into the hands of all business men is a great step forward. Generalities were all right in the past, but specific details must now be possessed as the foundation for proper business policies.

The more successful concerns have obtained this information for themselves in the past, and even the smaller firms now fully realize the importance of keeping posted.

**I**T was, indeed, encouraging to those who had the interest of the warehouse industry at heart to note the way cost accounting, overhead, replacement values and the various other new trade terms were received by the men in the industry who had not previously considered the subjects and applied them to their business during the past year or so.

Similar attention was given the tax problem, especially by the smaller warehouse companies whose former book-keeping practices had been very meager. They picked up enough accountancy to make their business records look plausible to tax inspectors and meanwhile gave themselves salaries for the first time. Before the time of the income and excess profit taxes they were content to draw their living expenses from the business and put profits back into the business. The tax regulations, however, suddenly made them high-salaried executives. It would not be surprising if the reluctance of most warehousemen to lower rates and take smaller profits might not be traced to this newly found importance. Having granted themselves salaries, I dare say, they are loath to give them up.

The business man who was acquainted with business cycles and fortified

### LET'S THINK IN A NATIONAL WAY

**S**ELLING the warehousing industry in a national way to manufacturer, shipper and distributor is the thought behind Mr. Crutcher's talk. He says:

"The time has come when steps must be taken to create a public opinion that understands the fundamental principles of warehousing operations and is sympathetic with them. The days are past when any business can say 'The public be d——.' The slogan from now on forward must be 'The public be informed.'"

"The secret of harmonious and satisfactory relations with our customers—the distributors—lies in understanding, and that understanding lies in information. If this statement means anything at all it means that one of the functions of the warehousing business in the years just ahead is to explain the essential facts of its operations. The time when any producing, manufacturing or jobbing business can be sufficient unto itself has forever passed."

himself in times of prosperity to meet the days of readjustment is to-day safe. He is not blaming his fellow man; he is not blaming the Government. He knows that what now is, results from what has gone before. In the field of business life, as in the field of science, action and reaction are constantly at work.

It is my judgment the time has come when steps must be taken to create a public opinion that understands the fundamental principles of warehousing operations and is sympathetic with them. The days are past when any business man can say "The public be d——." The slogan from now on forward must be "The public be informed," and all business operations must get out into the open.

The secret of harmonious and satisfactory relations with our customers—the distributors—lies in understanding, and that understanding lies in information. If this statement means anything at all it means that one of the functions of the warehousing business in the years just ahead is to explain the essential facts of its operations.

The time when any producing, manufacturing or jobbing business can be sufficient unto itself has forever passed. The rule of to-day's industries, both large and small, is to be alert for new

\*Paper read before the Central Warehousemen's Club at Chicago.

cost reducing methods, watchful for the most efficient service for which they can avail themselves.

It is not so many years ago that shippers had only a vague idea of the warehousing industry and its possibilities. It would seem that this unfortunate condition has had a tendency to place the storehouseman's business on a par with the man around the corner who conducts a transfer and storage business from the driver's seat of a one horse wagon, as W. I. Ford of Dallas so well put it. In those days it was quite the thing to assign dilapidated old buildings to the warehousing industry for their remaining days. The manufacturer was content to have his goods placed in an old building with little or no improvements or shipping facilities and it is only within the past ten or fifteen years that the great warehousing business was put on a basis all its own and is now recognized more and more by the shippers—as Elmer Erickson of Chicago recently expressed it: "As a strong link in the mighty distributing system of our nation." Cost reducing methods and efficiency can now be had through this great warehousing system of storage and transportation.

### Tell the Shipper!

I firmly believe the shippers should know something about how we arrive at our rates and I think of no better explanation than that which was given by George Hamley of Minneapolis at San Antonio when he opened a session of our convention with a very wonderful discussion of the Central Warehousemen's Club rate guide. We should have nothing whatever to conceal and should be willing at all times to open our books and offer any detail pertaining to handling and overhead costs which might prove of interest to the shipper and enlighten him as to our reasons for assessing certain charges for services performed.

The storage business in its essential activities serves human welfare or it fails as a business. Service is not a sentiment or an emotion; it is an act or acts. It is not spectacular; it is usually connected with commonplace things, with the day's expenditures and the day's work. To understand service, in our present social order, is to use common sense.

All of us in our warehousing operations, I assume, strive to operate the best warehouse and so conduct our business. Such operation costs a little more but pays in the long run. If we cannot operate as a first class warehouse but on the other hand are obliged to cut this or that service to such an extent that our reputations for service and efficiency are impaired, we all should prefer to get out of the warehousing business. This is a point which we should always try to bring out sooner or later to the shipper and manufacturer who is inclined to feel that he cannot pay our rates for one reason or another.

Modern conditions, not alone in the storage warehouse business, demand trained leadership; men of vision; of

energy; of organizing power and of sound judgment. These men can only be developed in our business by the hope of adequate returns from the business. Perhaps human nature should act on other motives, but business must deal with the material as it finds it. The

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**STATISTICS** which would make the public gasp could be prepared were a national survey of warehousing to be made in 100 of America's largest cities. This is illustrated by some startling figures which Mr. Crutcher presented at the Chicago convention covering warehousing in 1920 in Kansas City alone.

Value of merchandise passing through public warehouses, \$92,000,000.

Outbound tonnage, 4,630,000,000 lbs.

Amount paid by public warehouse companies in freight for customers, \$556,000.

Number of concerns using public warehouses (90 per cent being out of town), 1,410.

Average value of merchandise continuously stored, \$13,750,000.

Carload capacity, 3,925.

Aggregate sq. ft. of storage space, 1,825,000.

Visualize the figures that would be available for public consumption should surveys like the one in Kansas City be made in all warehousing communities

They would put the industry nationally on the nation's business map.

What Kansas City warehousemen have done, you in your town can do. Let's go!

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warehousing business is under obligation to render a public service, but an equal obligation rests upon the public—our customers—to render back an adequate compensation for all service rendered.

In a recent meeting of the Domestic Distribution Department of the National Chamber of Commerce I jotted down some of the opinions expressed by the members and to those of us vitally interested in the storage business they proved of extreme interest.

Mr. Theodore F. Whitmarsh, president of Francis H. Leggett & Co. of New York and chairman of the department, remarked: "More efficient use should be made of the present existing facilities in the great warehousing system now in existence."

Mr. Richard Waldo of the Hearst publications of New York said: "I am surprised to find that so many large concerns have no knowledge of distribution facts. In fact no figures seem now available. In my opinion a complete survey should be made immediately of the ware-

housing industry and this information be given wide publicity."

Mr. A. Lincoln Filene, the head of the big department store of that name in Boston, remarked that it was his opinion that "wastage in organization was not largely in material but in motion and planning and proper distribution" and that "every business head should know the object of the business and where it is going" and that "educational matters in all industry should be pushed."

Mr. Harold Powell of the California Fruit Growers' Association said: "All advertising should have a direct appeal to the ultimate consumer. The best publicity is direct by circulars and a study of the principles of distribution could profitably be made by every national distributor."

A recent number of the monthly pamphlet issued by the National City Bank of New York commented on storage facilities for all commodities in different parts of the country and had this to say:

"Fruits, grains and all food stuffs, cotton and wool come from the producers in short seasons and must be stored and carried by somebody for distribution throughout the year. It must be admitted that we have been backward in this country in making proper provision for this storage. It is one of the signs of an advanced community, one of the evidences of civilization, to have secure and substantial provision of a public character for taking care of these necessities in a prudent, economical manner. In the first place, it is important that there shall be protection from the weather; in the second place, that there shall be protection from fire; third, that there shall be responsible custody, so that money may safely be loaned on the commodity; and finally that there shall be economical means of handling. There is no other class of security so desirable for bank loans as receipts for this class of merchandise stored in first class public warehouses."

Mr. Bernard M. Baruch, financier of New York, was quoted in the press the other day as saying: "There is nothing more secure than warehouse products. Warehouse certificates are solid, substantial and therefore the best kind of security."

### Problem of Advertising

The *Traffic World* magazine in discussing the warehousing business in a recent issue said: "The operator of a storage warehouse and distributing business has a somewhat different business development problem to contend with than does most any other industrial institution. Most business houses can form some general idea of where their actual market really is—whom to see in this market—and the time or season to see the prospect when chances of getting business seem to be the greatest—but it is rather difficult for the warehousemen and distributors to always know just where their possible customers are or when they are going to need the services they are in a position to offer them. This



makes their advertising problem appear at first glance to be a somewhat complicated one."

Are we to sit idly by and let the other fellow point out our opportunities and boost our own game, simply from the fact that we fear someone might be enticed into the business? I venture the prediction that we will not. I am strongly in favor of supplying the distributor, the shipper, the manufacturer, in fact the entire public, with all the facts at our disposal and I strongly urge that each and every one of you go home and tell your local Chamber of Commerce all about your business and seek every possible avenue of publicity.

In Kansas City we have just recently given our Chamber of Commerce and the press the results of a very interesting little survey made of the warehousing business in Kansas City and the figures proved very interesting, although I feel we have only scratched the surface. We found during the year 1920 the value in dollars and cents of merchandise passing through the public warehouses in Kansas City amounted to \$92,000,000. The out-bound tonnage from all public merchandise warehouses for 1920 was 4,630,000-000 pounds. The merchandise warehouse companies paid out in freight for their customers during 1920 the sum of \$556,000. We found that there are 1,140 concerns making use of the public warehouses in Kansas City and over 90 per cent of them are out-of-town firms. The average value of merchandise continuously stored in the warehouses throughout the year 1920 is estimated at \$13,750,000. The public merchandise warehouses have a capacity of 3,925 cars and the number of square feet of storage space for all public merchandise warehouses in Kansas City amounts to 1,825,000 square feet.

It is only through association work that any industry can take its place nationally in a business way and speak powerfully in all national affairs. Especially is this true of the warehousing industry that is just now coming into its own. Strength that is not organized is not strength in this age. It is in a sense real weakness because it tempts the aggressive to attack and its possessor to an unwarranted confidence.

So how can we as an association of warehousemen do more and better work? How can we as an association speak more powerfully in all national affairs? How can we as an association put money into the pockets of every warehouseman? How can we serve every real need of the live warehouseman of the day? How can we place the warehouse industry on the highest possible plane? How can we have our association be the "S. O. S." for warehousemen in trouble?

The answer is only through organization and the selling of this organization to every one of its members, so, when a call is made, the head of this association will know that the association will respond as a man ..... and when you find an association that responds to such a call, you find an association of master minds, master workers and framers of master-pieces. There is no stopping such a club. That spirit of never-say-die-get-itness goes clear through to the heart of every one of its members. Each, when a duty is assigned to him, unquestioningly fulfills it. To do this each member must think and act nationally, for all effective association work is on a national scale and rarely ever local.

This organization is a dynamo. It is something more, but it is that much anyway. But a dynamo must have horse power put into it before kilo-watt power can be gotten out of it. What would you

think of a factory manager who installed a big dynamo in his plant, placed the concrete base, set the big unit, strung the wires, set up the switchboards and did everything but supply the steam power at the other end and then looked for results? Such an idiot would simply lose his job.

And yet that is not one bit more ridiculous than the picture of a member of the Central Warehousemen's Club who expects his club to give more of service, do more of work and bring about more of accomplishment than he, than every member of the Central Warehousemen's Club, is able and willing to put into this club himself. Neither that member nor any other member can get or expect to get any more kilo-watts in service out of his club than he puts horse power of work into his club. This principle of action and this duty of doing the work that is assigned has been the thing that has made so far the Central Warehousemen's Club.

If a man does not know to what port he is steering, no wind is favorable to him. Every hour the warehouseman lets slip by without taking advantage of the great big opportunity to get behind the movement now taking definite form of selling the warehousing industry to the manufacturer, shipper and distributor in a national way is an hour lost and a little later the opportunity may be lost forever—and speaking of that "lost hour," someone recently has very delightfully put the sentiment in the language of a Want Ad, reading like this:

*"Lost, somewhere between sunrise and sunset—one golden hour set with sixty diamond minutes. No reward offered, for it is lost—forever."*

## PUEBLO WAREHOUSING INTERESTS ARE RESUMING BUSINESS AFTER SEVERE FLOOD LOSSES

VIRTUALLY all warehouse and transfer companies in Pueblo, Colo., suffered nearly total loss during the flood situation early in June, but have since been endeavoring to reorganize and resume business.

This information comes from two sources. A letter received by *Distribution & Warehousing* from C. M. Clutter, president and manager of the Colorado Transfer Co. of Pueblo, says that company is getting started again after losses amounting to nearly \$60,000. A letter from the Sage Transfer & Storage Co. Pueblo to George A. Rhame, secretary of the Central Warehousemen's Club, said that company expected to resume business shortly.

The report of the Sage company, a member of the Central Warehousemen's Club, was that its loss was serious but not so serious as losses suffered by some other companies, many of which were destroyed. Equipment was washed down the flood waters for distances of miles, and the owners were endeavoring to re-

cover it. Mr. Rhame in his report as secretary of the C.W.C., at the club's convention in Chicago on July 1 recommended that the Sage company's past dues, amounting to \$50, be waived. The convention so voted.

Mr. Clutter, in his letter to *Distribution & Warehousing*, describes in detail the general flood situation, and concludes:

"Incidentally I will mention that practically all transfer companies here met with almost total loss. The Colorado Transfer Co. quotes a loss of between \$6,000 and \$7,000 worth of equipment, including six head of splendid draught horses, office furniture, fixtures, etc. Besides this our storage loss in the warehouses will amount to fully \$50,000, if not more. Nevertheless the company has a big gang of men clearing away mud and debris and getting ready to resume business, after disposing of salvage. It can also be truthfully stated that the 'get-started-again' spirit of this transfer company exemplifies the dominant feel-

ing of every business man in the wrecked districts."

### Binyon-O'Keefe Expansion

HOUSTON, TEX., July 6—The Binyon-O'Keefe Fireproof Storage Co., announces it is now prepared to handle shipments of household goods. The company has acquired a fleet of furniture vans and has employed an experienced packing corps, and has installed 150 separate locked rooms of hollow tile construction, each equipped with steel doors and an individual lock. The improvements have cost about \$18,000.

### Bonded Warehouse Proposed for Georgia

ATLANTA, GA., July 18—A measure pending before the State Legislature will, if passed, provide for the erection and operation, at a Georgia port, either Savannah or Brunswick, of a State bonded warehouse to expedite the handling of export shipments of cotton and other farm products of Georgia.



# CO-OPERATION

## By 1. The Government 2. Chamber of Commerce of U. S. A. 3. The Public Warehouse Industry

By ALVIN E. DODD

Manager, Department of Domestic Distribution, Chamber of Commerce of U. S. A.

SOMETHING like 4000 years ago there was a king who slept badly; in other words, he had bad dreams—nightmares. One night he dreamt that seven lean cattle ate up seven fat cattle; and a few nights afterward he dreamt that seven lean ears of corn ate up seven fat ears of corn. Naturally, this bothered him a good deal. They were in the days when dreams came true. So he sent for the wise men but they gave it up. His butler, however, once had a dream which he remembered that a young man named Joe—a sort of "trustee" in the county jail—had interpreted for him.

Joe (or Joseph, if you prefer) was sent for; he told the king the meaning of his dream: "Behold, there come seven years of great plenty throughout the land . . . And there shall arise after them seven years of famine . . . Let Pharaoh . . . appoint officers over the land and let them take up a fifth part of the land . . . and let them gather all the food of those good years that come and lay up corn . . . and that food shall be for store to the land against the seven years of famine . . ."

This, gentlemen, I am confident is one of the earliest—probably the earliest—authentic example of intelligent warehousing.

You will observe also that "leave it to George" already had fallen into disrepute, because the king very wisely left it to Joseph, who evidently justified the selection. Later on when his brothers came to beg for corn—those brothers who had treated little Joe so badly—he gave them corn and sent them on their way rejoicing.

### That Was Long Ago

This, also, seems to have been the first instance where the warehouseman did not take his profits.

I do not wish to carry the comparison too far since it would lead us into the use for warehousing for speculative purposes, and it would inevitably prove that warehousing is immensely profitable. Joseph, you know, became very rich, and his brethren as well as posterity shared his prosperity. Probably Joseph

did not acquire all his wealth from the warehouses. There is evidence that he did a good deal in real estate and, very likely, engaged extensively in cattle feeding.

This is enough of ancient history, and it does not require very much insight to understand why there was little warehousing in the time between the victim of Mrs. Potiphar and the very recent past.

In the first place, property was so insecure, war was so frequently recur-

IN this paper, read at the Chicago convention of the Central Warehousemen's Club, Mr. Dodd draws a parallel between warehousing and banking, and declares it is reasonable to believe that in due time warehousemen "will be able to design negotiable paper which will be as carefully safeguarded, equally elastic and as widely accepted as is that of bankers."

Mr. Dodd sets forth that statistics regarding stocks in warehouses "would act as a trade stabilizer," and he urges the storage industry to co-operate with the National Chamber of Commerce in supplying such figures.

rent and building materials so inflammable that the chance of preserving to its owner any large accumulation of goods was somewhat unlikely.

Secondly, when the greater mass of the population was engaged in producing for their own consumption the very goods which warehousemen now are called upon to store, these people each had their own private stock of food and clothing materials. Cities, as we know them, scarcely existed: London, New York, Paris, with their millions are a modern instance; and it is these millions, congested within areas of a few square miles, which gave birth to the idea so

happily personified in you and your association.

It has been said—with how much truth I do not know, although it sounds true—that if all food supplies were to be stopped for a fortnight a great city would suffer a famine except for its warehouses. Although your functions extend far beyond the storing of food supplies, a due sense of proportion requires us to recognize it as the original reason for extensive warehousing. In any study of distribution, warehousing immediately offers itself as a factor almost equal in importance to that of the commodity supply itself. No longer can a family depend upon its own or a neighbor's garden, orchard, flock of sheep or smoke house. By the census of 1920, for the first time in the history of the United States, the urban population, 54,000,000, exceeds the rural, 51,000,000; and there are 68 cities with a population exceeding 100,000—an increase of nearly 40 per cent in ten years! So far as we are concerned here, to-day, this means warehouses and still more warehouses to carry these immense hives of human need over periods of low production in agriculture and industry.

### Warehouse a Bank

A warehouse is to distribution almost exactly what a bank is to finance, to money. Both are for storage; both issue receipts for what is entrusted to them, and both accept orders upon which their treasures are delivered. Banking is the older art and its practice has been just so much more highly developed, until now a long course of education is demanded before a young man is considered competent to conduct the complicated processes with which exchange, loans, discounts, deposits are protected.

I believe firmly that the time is not far distant when warehousing will have become as great a factor in the stabilizing of commodities for distribution as the Federal Reserve banks are in the stabilizing of credits. There are gathered with the most minute accuracy and published broadcast every detail of banking—gold in reserve, clearings, currency issued and deposits. Certain legal restrictions make the gathering of these

Paper read before Central Warehousemen's Club at Chicago.

statistics of commodities somewhat difficult, but the attitude of several branches of the Government has changed greatly within the past few months and there is promise of increasing freedom for industry in such matters. This touches warehousing quite closely, inasmuch as the quantity of commodities in suspense, that is, in storage, is a principal basis upon which to arrive at the economic limit of production which in its turn lies at the root of effective distribution.

In drawing a parallel between warehousing and banking, I called attention to the receipts which each of them give to their depositors and the orders for delivery which each of them accept from their depositors. At this point the resemblance begins to disappear. Bankers have developed highly elastic means for utilizing their funds through the issue of various forms of negotiable paper; and of assisting each other in times of stress whereby the credit of all is made available for the benefit of individual members. Since the value of money is based wholly upon its power in purchasing commodities; and since the warehousemen hold the commodities, it seems reasonable to believe that in due time they will be able to design negotiable paper which will be as carefully safeguarded, equally elastic and as widely accepted as in that of bankers.

### Field Uncultivated

Hitherto I have dealt with the general functions of warehousing. This was not difficult, but my mind balks at any attempt to tell you how little I know of its applications and operations in detail. One fact, however, stands out clearly: The surface of its possibilities has not yet been scratched. The problem of storing grain and using warehouse certificates for financing the next crop is under way toward a satisfactory and complete solution. But in the same direction of effort, the proper adequate warehousing and financing of cotton is of almost equal importance and has been neglected almost wholly. You have evolved a highly satisfactory plan for consolidating shipments either by rail, motor truck or water, but it is the merest beginning of what should become a universal practice.

All of these services, named or un-

named, which you do, or will perform, bear an intimate relation to the future work of the Domestic Distribution Department of the United States Chamber of Commerce, and so highly do we rate this relation that one of your most distinguished members has accepted a place on our committee and attended its last meeting.

At the annual meeting of the United States Chamber of Commerce in 1920, the idea of a Department of Domestic Distribution was projected and a committee to undertake the direction of such work as might seem proper for such a department was appointed by the president. This was intended to become as nearly representative, geographically and otherwise, of all distributing interests as possible, but not so large as to be unwieldy.

### Industry Can Co-operate

Our committee has met three times, and at the second meeting representatives from national trade associations were present by invitation. They were asked to contribute suggestions as to what such a department could study most profitably, and in response many ideas were received. Those which we can undertake effectively we hope to pursue in the order of their importance and our present ability; and among them we regard warehousing as indisputably a chief subject.

Suggestions have come from many sources that the collection of statistics is very important, particularly where there seem to be none available, as, for instance, in the consumption of commodities. Here is a definite direction in which warehousemen can perform a service. In times like the present when prices are falling and uncertain quantities of various commodities are floating somewhere between production and consumption, it would be most useful if the producer or manufacturer might learn, through reliable statistics, how fast his goods are entering into consumption. Statistics are important in periods of depression to indicate when operations in any particular line may be enlarged safely; and in times of prosperity they furnish a light by which the prudent may be guided. Briefly, accurate statistics, such as you could prepare, would act as a trade stabilizer, and I

am convinced that this subject deserves your serious consideration immediately.

I appreciate that much in the nature of statistics emanates from various departments of the Government and trade associations. This and other features of our work will be arranged to avoid duplication of effort, wishing rather to co-ordinate, but also, if possible, to amplify. It is expected that our department will be placed on the mailing list of many trade associations, including yours, to receive circulars and bulletins from which we shall then select for the information of all whatever seems to be of general interest. In this way we hope to make of ourselves a clearing house for the wider distribution of helpful trade information and thus learn from one another.

We have no doubt that the practice of warehousemen in respect to pool car shipments can be applied advantageously by other groups. You have an educational committee which has effected many economies, and you have linked up various warehouses throughout the country in such a way that they are able now to pool shipments which result in savings to shippers equal to the difference between carload and less-than-carload rates. Such economies will in the end be reflected in lower prices to the consuming public as well as in a more satisfactory return to the producer and consumer.

### To Eliminate Waste

Most certainly we should interest ourselves in co-operating with those movements which make for an honest observance of business contracts and endeavor to correct unfair practices in trade. In a general sense, we believe that it is for us to help in every legitimate way toward the elimination of obstacles which oppose the freest possible passage of commodities from the producer to the consumer, or which hamper competition in the sale or purchase of commodities in an open market. All to the end that waste and inefficiency may be eliminated; that producers and distributors of commodities may be insured equitable treatment; and that the consumer need be charged with no unreasonable or unnecessary costs of distribution.

## TRUCK WEIGHT LIMIT LAW IS ENACTED IN WISCONSIN

MADISON, WIS., July 14—Wisconsin highways are to be classified and the use of trucks limited as a result of signature by Governor Blaine to the committee on highways bill. Truck manufacturers and operators throughout the State exerted strong pressure on the Governor to veto the measure.

Provisions of the new law call for divisions of State highways into class A roads or those on which motor vehicles weighing with their loads up to 12 tons may travel; Class B roads, or those on which motor vehicles weighing with their loads up to 6½ tons may travel,

and Class C highways, including all other roads on which trucks up to 3½ tons may travel.

### Effective Jan. 1

The Highway Commission before Jan. 1 will work out the classification and publish a map of Wisconsin showing the classification. It is also provided that before Jan. 1 every truck to be operated in the State must have lettered on its side the weight without load, the actual advertised local carrying capacity, and the weight of the vehicle and load together.

For good cause the State Highway Commission, or any local governmental organization, may establish an embargo on certain roads for a specified time, usually in the spring and fall when rains put the highways in poor condition.

Application of this measure, which received the backing of farmer members, will cause confusion and hardship, truckmen claim.

Their contention is opposed by friends of the measure who say that it is needed in order to save the highways from destruction due to heavy truck traffic.

## Ways and Means of

# OBTAINING AND KEEPING BUSINESS\*

By ELMER ERICKSON,

Vice-President and Manager, Midland Warehouse & Transfer Co., Chicago

IT seems to me that there never was a time when optimism, enthusiasm, the best of business brains and good old-fashioned common sense were needed more than now. The war period and the following months created a momentum that was almost blinding. Business developed in leaps and bounds. Industries were enlarged without any regard to the future, and the big talk was production, production and production. Little regard was paid to costs and expense. It was a case of everybody going ahead, until the natural laws, about which we seem to know so little, applied the snubbers, and we find ourselves pulling gently on a rather weak rope and now sobering up.

I am reminded of a story I heard the other day about a woodpecker. Mr. Woodpecker skipped out of his little hole in the tree and perched on the top of it. Taking advantage of the bright morning sun he gave himself

the once-over. He perked up his bright red top-knot and said to himself—"Some fluffy plume I have got." He then brushed his tail feathers and sized them up as being the finest ever. An inspection of the breast feathers disclosed that they were most beautiful and as a whole he was some bird. He made so much noise about it that a hawk flying nearby heard him and soon pounced down upon him, pulled off most of his topknot, ruined his tail feathers and tore his pretty red breast. In a moment the hawk was gone and old Mr. Woodpecker sat there pulling himself together, remarking "Thank the Lord I am alive."

Just so should we feel about the present situation, and I desire to shoot a little optimism into the warehousing business. It is not the subject assigned to me, but is surely related to it. We must be optimistic in times like these or backward we go.

IT has taken many months for the brakes to take hold and they are now most certainly holding while we are busy adjusting ourselves. We are aware of the big responsibility on our shoulders in working to bring about normal conditions in a sane and regular way. I believe we are on the road to good business. Indications of a slight improvement in general business are seen from day to day in railway reports. The number of idle freight cars shows a material reduction during the month just past. The increased loading seems to cover all kinds of general merchandise, as well as coal and other bulk freight.

### A Banker's Thoughts

For some time past we have heard so many say that this period of "depression," "dumps," and "blues" will continue as long as foreign trade remains at the present level. I had the pleasure of sitting at luncheon recently where a number of bankers and business men of La Salle Street were present. One of our most prominent bankers addressed us in a very informal way, and brought out some facts which were really food for thought; the outstanding statement was this—it has to do with foreign trade and I will put it to you as he did to us:

"Has it ever occurred to you that in

normal times or even during the war period our foreign trade amounted to only six or seven per cent of the gross business of the United States?"

After hearing this and considering other facts which are brought to us from time to time, it does seem that the pres-

### MR. WAREHOUSEMAN:

**T**O-DAY you are trying to attract new accounts to fill that profit-losing vacant space. It is Mr. Erickson's thought that to do this successfully the men of warehousing must have the confidence and support of the shipper. Here are some of his suggestions:

1—Bring the personal element into your business.

2—Adjust yourself to a point where you can interpret the individual needs of the industry you are figuring with.

3—Be optimistic.

4—Think right.

5—Work with the fellow on the other side of the fence, your customer.

6—Remember the Golden Rule.

### Survival of the Fittest

Opportunities for increasing our business were never greater than they are to-day, but we must not sit back and expect business to come to us on a platter. Never have leaders of industry devoted their time to actual management as they are at present. Everyone realizes it is purely a case of survival of the fittest and it is up to everyone to take an interest in the little things, watch expenses, and work for reduction in operating expenses to pre-war costs or better.

Six months ago the man who should know about the important part the warehousing industry plays in our transportation problems was too much wrapped up in matters of other nature to listen to you. Your own experiences prove that when you are called into conference with a business man to-day or when you write him, you receive a great deal more attention than you could ever have dreamed

\*Paper read before Central Warehousemen's Club at Chicago.



of getting six or seven months ago. This we should bear in mind and it should be considered by the committee which will work on the publicity campaign we have just talked about.

To-day the shipper is looking for information. He is looking for help. He is looking for suggestions which might help him save money and render better service.

In conducting any good business, one must have what the people want. In our industry we have what the people want and what the people need, but they know so little about it. There seems to be an impression among those who have never used warehouse facilities that warehouses are built for large consignments of goods only, either for the market or for the storing of seasonal goods. The publicity work which has been outlined so well will do much to educate the public at large to the fact that warehouses are built not only to take care of large consignments, but also to take care of the little shipments. Also to describe the several branches of the warehousing industry and the importance of the industry in the distribution of our nation's products.

### Publicity Builds Progress

The subject assigned to me pertains to methods of obtaining business and keeping it. Our position to-day in securing new business and developing this great industry lies in our ability to inform the shipping public about our business and what we have to offer. *Progress in securing new business cannot be made unless we have the confidence and support of the shipper. I firmly believe that in offering our service and facilities to a prospective customer we must place ourselves on his side of the fence. By so doing, his confidence is gained almost immediately—and, most important, we secure his co-operation; and selling is, after all, co-operation. Unless you have the confidence of the other man and his*

co-operation, you will never get anywhere. You can rest assured if you do get his business, you won't keep it long. Herein lies the importance of a capable organization.

### The Personal Element

Thousands of dollars are spent annually in telling the public about our modern buildings, our superior service, etc. All of this is worth nothing if we have not the ability to build up a point of contact through real selling. As I have stated before, there must be co-operation. The sale of your services commences the moment you receive a hearing. It commences with reply to an inquiry. It even commences at the telephone operator's switchboard. *Great care and attention should therefore be given to our office organization. Bring the personal element into your business. In advising of your facilities and naming rates by letter avoid stereotype propositions. They show lack of interest and indifference. Adjust yourself to a point where you can interpret the individual needs of the industry you are figuring with. A letter of inquiry should be valued at many dollars. It should receive most prompt attention by a competent correspondent who knows the business and can thoroughly picture his prospect's needs. Intelligent information and helpful suggestions are valuable to the shipper and tend not only favorably to impress the prospect but they place your house in a good light.*

I mentioned the telephone operator a moment ago. Let us be reminded that many an account has been lost in the making, or soon after, through carelessness at the switchboard. A capable and courteous operator is an asset in every office.

For several days I have tried to gather in my mind thoughts on the subject assigned to me. I have tried to get them together in such a way that they would not run into volumes. I now believe I

could tell the bulk of my story in ten words or thereabouts. My message to you, gentlemen, is that *customers can be won by good service and they can be kept by good service and the application of the Golden Rule. I believe that if you are operating a first-class warehouse in a first-class and businesslike manner, and you know you are, it is very natural for your own business to advertise itself in such a way that you will get more business. Satisfied customers mean more customers and more business.*

It is surprising how many times you can win a customer even though your rates may seem a little high to him or because you charge for some special service the other fellow does not charge for. The reason is simply this:

*A good warehouse, economically and efficiently operated, is the best, and the best service is what the shipper really wants after all. It is a simple matter to keep customers on your books if you will make it your rule and policy to adjust yourselves to their needs. You will seldom find a customer who is unreasonable if you will take the time and pains to co-operate with and enlighten him.*

### Remember the Golden Rule

To say anything more on this subject would be repeating what you have heard many times, and what most of you have gained through experience far greater than mine. Most of you gentlemen own or hold the controlling reins of your companies, and I, as a junior in the warehousing business, do not want to be in the position of lecturing to seniors. If I have conveyed just a few helpful thoughts to you I shall feel I have accomplished a small part of this number of the program. My message in closing is:

*Be optimistic! Think right! Conduct your business as first-class warehousemen! Work with the fellow on the other side of the fence, your customer! And remember the Golden Rule!*

## Port of New York Is Planning to Develop Warehousing

### Hearing Soon on Plans for Reducing Costs of Trucking, Handling and Lighterage

NEW YORK, July 20.—Plans for expansion of public warehousing in the metropolitan district are being developed by the Port of New York Authority, which, by compact between the States of New York and New Jersey, succeeds the New York, New Jersey Port and Harbor Development Commission.

One or more hearings in which warehousemen will participate will be held late in the summer or early in the fall at the Port of New York Authority's office at 11 Broadway. Among well known storage executives who will attend are William E. Halm, president of the New York Dock Co., who is a member of the Advisory Council; and Alton H. Greeley, of Cleveland, president of the American Chain of Warehouses and who is inter-

ested in developing warehousing along the shores of Jamaica Bay, a project in which the Port of New York Authority is expressing interest. Both Mr. Halm and Mr. Greeley are members of the public relations committee of the American Warehousemen's Association.

The Port of New York Authority has record of 688 public merchandise and cold storage warehouses in the metropolitan district, which includes that part of New Jersey which is adjacent to this port. These plants contain approximately 25,000,000 square feet of available floor area. They do not include the Army warehouses which were constructed here during the war.

The problem which the Port of New York Authority will undertake to solve

may be guessed at by reading the following paragraph taken from one of its current publications:

"The facilities leave much to be desired, particularly in the matter of location. New Jersey has far too few warehouse facilities, as have the Bronx and Queens. Manhattan's facilities are divided among many scattered plants, few of which have direct water access. As to equipment, while there are exceptions to this statement there is a general deficiency of machinery needed for the most economical operation of warehouses. . . .

"A close study of the port's warehouses reveals an unsystematic growth; while in the main warehouse location and design have been governed by the purposes

(Continued on page 43)



## The Importance of

# COST RECORDS

## In the Warehouse Industry\*

By GEORGE HAMLEY,

President, Colonial Warehouse Co., Minneapolis

IT is a known fact among warehousemen that for a number of years we dwelt in "darkest Africa" in so far as a real knowledge of what we should charge for the use of our facilities and equipment was concerned. Our charges were based upon a system of collective bargaining with our customers, together with a casual knowledge of the charges imposed by a brother warehouseman who was kind enough to give us the information.

The first vision we had as we emerged from the jungles of uncivilized warehousing was that of the base rate storage table, standing out on the horizon of our future as a beacon light to point the way of assessing storage charges in a scientific manner so that the warehouseman would be remunerated to the extent of receiving a legitimate margin of profit on every storage trans-

action in which he engaged.

A great deal of time has been given to the subject of storage and the application of the base rate storage table, and to-day every warehouseman who is conducting his business in an intelligent manner has firmly anchored himself to that sure foundation. It has therefore been deemed unnecessary by your executive committee to devote any further time at this convention to the consideration of the plan of assessing storage charges. But it has been deemed necessary and expedient that considerable time be devoted to that branch of the business concerning the method of ascertaining a proper and reasonable charge to be imposed for the service rendered in the handling of merchandise in and out of the warehouse and what is commonly known as a warehouse handling charge.

CONSIDERABLE time and money has been spent by groups of warehousemen in various sections of the country in an honest endeavor to determine upon a just and reasonable method of fixing such charges, and while there is still a diversity of opinion among these groups as to whether the charges should be imposed upon a basis of per ton or per package, they are unanimously agreed that there is only one method of intelligent procedure, and that is the system of ascertaining the actual cost of your touch labor and your overhead, and adding thereto a reasonable percentage of profit. With this plan in mind, men have set themselves to work and some very elaborate systems have been worked out for securing the needed information in order to arrive at the proper handling charge, with the result that men who have been engaged in the industry covering a long period of years have been astounded at the figures which have been produced by experts who have been employed in the work.

This feature of our work has been undertaken upon such a stupendous scale by certain groups of warehousemen it has had the effect of throwing the scare into the less energetic man in the business who has grown to believe that handling costs cannot be ascertained without expert help and a considerable outlay of money. In my opinion, simplicity is

### MR. TRAFFIC MANAGER:

WHY the merchandise warehouseman separates his handling charge from his storage charge in his business dealings with you is a subject in which you are interested.

In times past, as Mr. Hamley here points out, warehousemen have guessed at what his charge to you should be, or he has assessed what a competitor assessed, and that competitor may have been all wrong.

To-day the warehouseman who knows his business ascertains his cost first and then fixes a handling charge based on that cost.

If you, Mr. Shipper, will read what Mr. Hamley says and then will study the handling cost report which follows, you will get a clear idea of why warehousemen are spending time and money to develop a scientific method of charging for handling your products. Such a method means economy for the shipper, for the commodities which cost the least to handle will be assessed the smallest charges instead of being compelled to bear part of the burden of higher charges on commodities which are expensive to handle.

the best method to employ among a large group of men who are honestly seeking the light, and if their interest can be enlisted even in very small measure for the initial step, the other steps can be taken one at a time, and it is only a short time when the interest becomes greatly increased and the whole group arrives upon higher ground. It was with this thought in mind that your chairman decided to embark the members of the Central Warehousemen's Club upon the same craft that is used by the warehousemen of Minnesota in their endeavor to obtain light upon this all-important subject.

The storage men of Minnesota decided that the first thing to find out was our touch labor costs, or in other words, how much money per ton it was costing us for the work performed by the men who actually handled the merchandise in and out of the warehouse. This was no new thought on the part of Minnesota but something that had been handed down from other storage associations who had undertaken the work upon a much more elaborate scale. We in Minnesota felt that the time had not arrived and that it would have been a physical impossibility for us to enlist the interest and cooperation of all of the members of our Minnesota association in any elaborate plan which might be launched; but it was apparent to some of us that if we started in a simple way to ascertain our touch labor costs it would only be a little while

\*Paper read before the Central Warehousemen's Club at Chicago.

when the interest would be increased and the other features of the work taken up one at a time.

This has proved to be the case in Minnesota and a great deal of time and some money has been spent in featuring this part of the work, so that at the present time we are all quite well informed on our touch labor costs on the commodities which are most commonly stored in public warehouses, and we have gleaned considerable information regarding that great bug-a-boo to warehousemen known as "overhead."

The Minnesota men have considerable distance to travel before they begin to arrive at the high station attained by the Massachusetts association, but when we look back over the work that has been accomplished in Minnesota we are very much gratified over the results attained thus far. I trust you will pardon the allusion which I have made to the work done by Minnesota warehousemen, but as I am one of them and my only experience is with them, quite naturally the only information which I can give you first hand is the results accomplished by them.

### Guessing Unsafe

How shall we charge for our warehouse handling? Shall we continue to guess at it as in times past, shall we assess a similar charge to that made by a fellow warehouseman who may be all wrong, or shall we do as business men engaged in all other lines of pursuit do in their business—ascertain the cost and then fix the price? I am sure that all storage men within the hearing of my voice will agree with me that the latter proposition is the only safe and sane one for the successful warehouseman of the future to follow. Having agreed then upon this plan, let us put it into operation.

Every one of you storage men has a number of men in your employ whose business it is to handle merchandise in and out of your warehouses, and it is your business to find out how much it is costing you per ton to handle the various commodities which you store. There need be no uniformity among us as to the manner in which we will secure this information. Some of you may employ time clocks with cost cards on which the time consumed in doing the various jobs about your warehouse can be punched; others of you may depend upon your warehouse foreman or head of some department to write down the actual time consumed in such work; while others may employ a clerk whose business it is to check up among the men employed in the warehouse constantly, setting down an accurate accounting of the time employed in the various jobs which they are called upon to do in the course of a day's business.

It makes no difference to your cost finding committee how you secure the information, provided you are absolutely sure it is accurate; but when it comes to writing up the report which you are to send to the secretary of the Central Warehousemen's Club it is necessary that uniformity be considered and all

reports written up in a similar manner, and this we have attempted to do in the printed report blanks which we have distributed among you for that purpose.

You will find by experience in this work that many features of importance in connection with your individual storage business will be brought to your attention about which at the present time you are entirely ignorant. As soon as you put the plan into operation these daily reports coming to your desk every morning will cause you first to ask questions of yourself which you cannot answer; then you will be questioning the clerk in your office who compiles the reports; and next you will find yourself out in the warehouse quizzing your men as to the whys and wherefores of things pertaining to time consumed in the handling of merchandise in your warehouse—which you ought to have known years ago, but which, never having been presented so forcibly to your mind before, you have allowed to slip by unheeded in the past.

It will be a revelation to you to know why it costs more per ton to handle one commodity than another, and when you begin to engage in direct questioning among the men who handle the merchandise in your warehouse you will begin to get a lot of valuable information that you did not have before and which will stand you in good stead as a basis for your argument when you are confronted by a customer who wants to know why you charge a higher warehouse handling rate on his commodity than you do on several others which are printed in your rate guide.

"Know your business" is a slogan that has been passed down to us in days gone by, but if there ever was a time in the history of the industrial world when a man should know his business it is the present; and if there are any among you who are treating this matter of cost finding lightly, you are going to suffer financially as a result of it.

### Ignorance an Obstacle

It seems strange perhaps that a warehouseman from one section of the country should come to you who are from other sections of the country and preach to you about your business as I am doing. Let us analyze the situation a little and we will find a reason for it. One of the greatest obstacles in the way of a man who is trying to make a success of his storage business is the ignorance displayed by other warehousemen not only in his own locality but in other parts of the country. Our customers base the reasonableness of the charges made by one warehouseman on what he is asked to pay by another warehouseman in some other part of the country, and any warehouseman who through ignorance, shiftlessness, or wrong information makes a charge altogether too low or too high and one that is not based upon his cost finding or the base rate storage table, is a detriment to the business, and he is damaging the industry not only in his own locality but in all other sections of the country where people who are storing with him are having their merchandise handled by

other warehousemen. If he charges too low a figure, then all other warehousemen are classed as profiteers; and if his charges are exorbitantly high, he himself is classed as a profiteer; and if he has made no attempt really to know his business as he should, he is unable to produce any worthy argument with which to defend his rates.

I believe you will all agree with me that there never has been a time in the history of the business when such urgent demands were made upon warehousemen to reduce rates, and it is largely based upon the assumption that storage and handling rates went up by leaps and bounds along with the prices of commodities during the war. In Minnesota, we are defending our rates with the statement that our storage charges have only been increased 20 per cent in the last five years, and that was two years ago when we increased our base rate from 6¼ to 7½ cents per square foot for storage; and our handling costs have only been increased to keep step with the increase in wages which we have had to meet, and our present tariff charges are based on a wage scale that is less than we are paying at the present time for warehouse labor.

### Convincing the Customer

We are constantly exhibiting our cost finding reports to our customers in order to prove to them that we are not charging any more than that which we are reasonably entitled to, and we find in most cases that when our customer learns that we are applying ourselves so assiduously to the details of our business he is satisfied that we know our business pretty well and that our charges are not exorbitant but based upon our cost of doing business.

I am of the opinion that the process of education which has been going on among men engaged in the storage industry during the past several years is going to be the greatest factor in preserving the life of the industry through the turbulent times which are now presenting themselves and which we will have to meet in the future. When a business man divorces himself from all guesswork and builds his business on a foundation built upon accurate costs plus a reasonable margin of profit, he is bound to make a success of his business unless he is overtaken by some calamity over which he has no control.

My message to you members of the Central Warehousemen's Club then is this: Co-operate with your cost finding committee to the fullest extent. Give us accurate information and lots of it, concerning your cost of handling merchandise in your warehouses, and thus enable your committee, in the course of time as the work progresses, to group this information for you in the various sectional territories, and it will not be long before we will find whether the warehousemen to the southwest are more proficient in the handling of merchandise and can do it at less expense than the warehousemen of the Northwest, or *vice versa*; and just as soon as that point is established you will find the

men of the Northwest trekking down to the warehousemen of the Southwest for information as to how to cut their costs, and the same will apply to all other sections of our territory.

When that time comes, warehousemen will be doing business built upon a real foundation; our prices will not be considered prohibitive; and we will have succeeded in getting our prices down to

the lowest possible basis commensurate with efficient service, and in doing so we will have accomplished something of real value for the industry and the storing public at large.

### Central Warehousemen's Club Handling Cost Report No. 1.

IN presenting the foregoing paper Mr. Hamley submitted his first report, as chairman of the Central Warehousemen's Club's cost finding committee, covering handling costs on commodities being stored by members of the Central. Mr. Hamley explained regarding his report:

"You have been somewhat slow in taking up this work, and this first effort is somewhat crude; but it represents about 300 reports sent in by our members, and will prove very interesting. The hardest part of a job of this kind is to get the work started, but now that it is well on the way, we ask for the co-operation of every member to assist in extending it to all

parts of the territory covered by our organization; and by the time another six months has rolled around our secretary will have sufficient data with which to compile a report that will be of great interest to the entire membership.

"This report represents the very simplest form of cost finding in the merchandise part of the industry, and we will advance one step at a time as we proceed with the work. We have not touched upon the household goods part of the industry thus far, but it is our intention to follow up that end of the work just as soon as the merchandise part of it is more fully developed." The report follows:

June 30, 1921

COMMODITY	INBOUND				OUTBOUND				COMMODITY	INBOUND				OUTBOUND			
	Pile Height:				Deliveries of:					Pile Height:				Deliveries of:			
	7¼ Ft. or Less		Over 7¼ Ft.		Less than 3000 Lbs.		3000 Lbs. and Over			7¼ Ft. or Less		Over 7¼ Ft.		Less than 3000 Lbs.		3000 Lbs. and Over	
	Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton		Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton	Tons Handled to Date	Man Hr. per Ton
Agricultural Implements.....	11.85	2.19			.13	.83			Milk, Malted, in Glass: cases			24.68	.51			36.16	1.35
Apples.....							17.67	.52	Millstuffs: bags	5.00	.20	20.00	.60				
Babbitt Metal.....	31.77	.66					42.66	1.33	Molasses: barrels.....							17.56	.46
Bagging: bales			8.63	.60			8.63	.69	Motors, Electric: cases.....			10.22	1.04			21.60	1.77
Barley, Pearl.....			34.18	.53					Nails: kegs.....	12.38	.37					7.83	.68
Batteries, Dry: barrels and kegs	89.38	.56	15.58	.54			142.10	.46	Nuts: Peanuts in Shell: bags			15.00	1.02			15.00	.65
Beans: bags			181.70	.51	.86	.29	262.16	.34	Nuts: Peanuts Shelled: bags			15.00	.62				
Bottled Goods: cases.....					.41	.40			Oil: Cooking, Linseed, Lubricating, etc.	111.32	.61	22.59	.56				
Bottles, Empty: cases and crates			17.40	.72					Oyster Shells: bags.....			24.85	.42				
Bottles, Empty: Many Varieties			23.49	1.12					Paint, in Tins: cases.....							27.00	.69
Broom Handles: bundles.....			12.00	1.17					Paint Liquid: kegs and barrels	137.10	.27					163.38	.69
Butter Dishes: cartons.....			11.83	.98			20.70	.95	Paper Bags: bundles.....			300.29	.72			312.55	.74
Calcium Chloride: drums and barrels	31.25	.47					49.76	.35	Paper, News Print: rolls.....	75.02	.68	544.82	.54			22.02	.50
Candy: boxes and pails.....			9.49	.37			60.00	.81	Paper, Parchment: cases.....							23.33	.72
Canned Goods: in glass, cartons and cases			60.46	.58			118.59	.53	Paper, Roofing, Crepe, Building, Corrugated	95.72	.45	25.07	.50				
Canned Goods in tin: Miscellaneous in cases			28.67	.55			634.74	.40	Paper: Toilet, Towels, Napkins: cases			22.25	.85			95.71	2.05
Canned Goods in tin: Fruit, Soup and Vegetables			94.46	.44	2.70	.48	21.56	.62	Paper, Strawboard: bundles and rolls			25.13	.95				
Canned Goods in tin: Fish and Meats			18.28	.44			1.73	.32	Paper, Wrapping: rolls and bundles			457.31	.68			503.14	.71
Carbide, Calcium: drums.....	34.40	.51			.69	.40	22.50	.94	Phonographs.....							28.42	.74
Cereals: bags and cases.....	4.50	.40	156.05	.71	.16	.41	110.03	.40	Pickles: barrels—kegs.....	40.38	.60					32.67	.42
Chemicals, Dry: barrels.....	106.98	.58					16.60	.99	Polish, in Glass, All Kinds: cases			3.75	.80			137.88	1.08
Clothes Pins: cartons.....			3.64	1.04			30.00	.64	Plumbing Supplies: crates, Many Varieties			19.60	.81				
Cocoa Beans: bags.....			30.00	.82			139.06	.41	Produce.....			13.38	.44			65.60	.34
Cocoa Butter: barrels.....	21.03	.48			1.88	.31			Raisins: cases and cartons			52.07	.96				
Coffee, Green: bags.....			238.76	.59					Refrigerators.....							8.49	1.88
Cotton Linters: bales.....							7.45	.54	Rice: bags.....								
Dehydrated Fruits and Vegetables: cases.....							83.91	.56	Rock Salt: bags.....	20.00	.48						
Dried Fruits: cases.....			123.81	.69	2.98	.45			Rubber, Para: bales & cases	13.65	.37						
Farm Lighting Plants.....	15.68	.56					3.13	2.56	Rubber, Sheet: cases.....	42.05	1.00						
Fans, Electric: cases.....	4.78	.66							Salt: bags—cases.....	19.39	.49	60.77	.41			80.62	.27
Fencing.....			22.31	.53			177.74	.49	Seeds, All Kinds: bags.....			39.92	.41			413.67	.67
Flour: bags.....			344.99	.53			14.00	1.15	Separators (Cream): one in box					.44	.46		
Fly Paper: cases.....			14.00	1.18					Soap and Soap Products: cases	1939.63	.34	516.46	.48			144.10	.74
Glucose: barrels.....	46.41	.32					22.59	.80	Soap and Soap Products: barrels	7.36	.48					8.41	.59
Glycerine: drums.....	22.59	.41					21.88	1.05	Soda and Soda Ash: barrels and kegs	108.15	.81			1.25	.33	70.59	.51
Grave Vaults, Steel.....	10.00	1.15					23.42	.54	Soda and Soda Ash: cases and cartons	18.00	.50	31.99	.56				
Grease: barrels.....							1.72	4.88	Soda Straws: cases.....			4.28	.62			7.22	.92
Heaters, Electric.....			32.31	1.63					Stoves, Cooking & Heating					.95	.37	54.81	1.14
Hops: bales—cartons.....			2.25	1.63	.15	2.56			Stoves, Oil, Gas & Electric			29.73	.79				
Ice Cream Cones: cases.....					1.15	1.18			Sugar, Granulated and Brown: bags and cases	470.65	.49	1323.65	.45			888.94	.30
Ink, Printing: barrels.....	20.01	.23					8.97	1.30	Sugar, Granulated: kegs and barrels			90.26	.51			65.62	.34
Lamp Chimneys: cases.....									Sweeping Compound: barrels and kegs	22.43	.53						
Lard Substitute.....	38.61	.64	49.68	.77	15.48	.74	31.26	.88	Syrup in Tin: cases.....			41.68	.62			1.61	.36
Lath, Metal: bundles.....	31.79	1.35							Tapio: case—bag.....			14.75	1.22	14.75	.86	2.63	.99
Laundry Machines.....	12.00	.71					75.40	1.01	Ties: chests.....					.62	1.33		
Lawn Mowers: cases.....	13.33	.71					60.48	.95	Tires, Auto: loose.....			12.48	1.20				
Macaroni: cases.....			64.30	.89	.12	.69			Vacuum Cleaners: cartons.....							1.78	.47
Malt Extract: cases.....	15.30	.46			.48	.93			Wall Board.....	64.15	1.53	4.98	1.41			4.50	1.37
Matches, Domestic: cases.....					.77	.54	6.69	.81	Wash Boards: crates.....			12.85	.96			56.42	1.62
Matches, Safety: cases.....							9.26	1.25	Washing Machines: crates.....	64.15	1.53						
Medicine, Patent: cases and cartons			6.86	1.07					Wire Buckles: bag.....	44.20	.41						
Milk, Condensed and Evaporated: barrels.....	18.00	.57					18.00	.59									
Milk, Condensed and Evaporated: cartons and cases			158.78	.50			2.78	.39									
Milk, Dry Powdered: barrels.....					.38	.85											



## DEVELOPING NEW BUSINESS—V

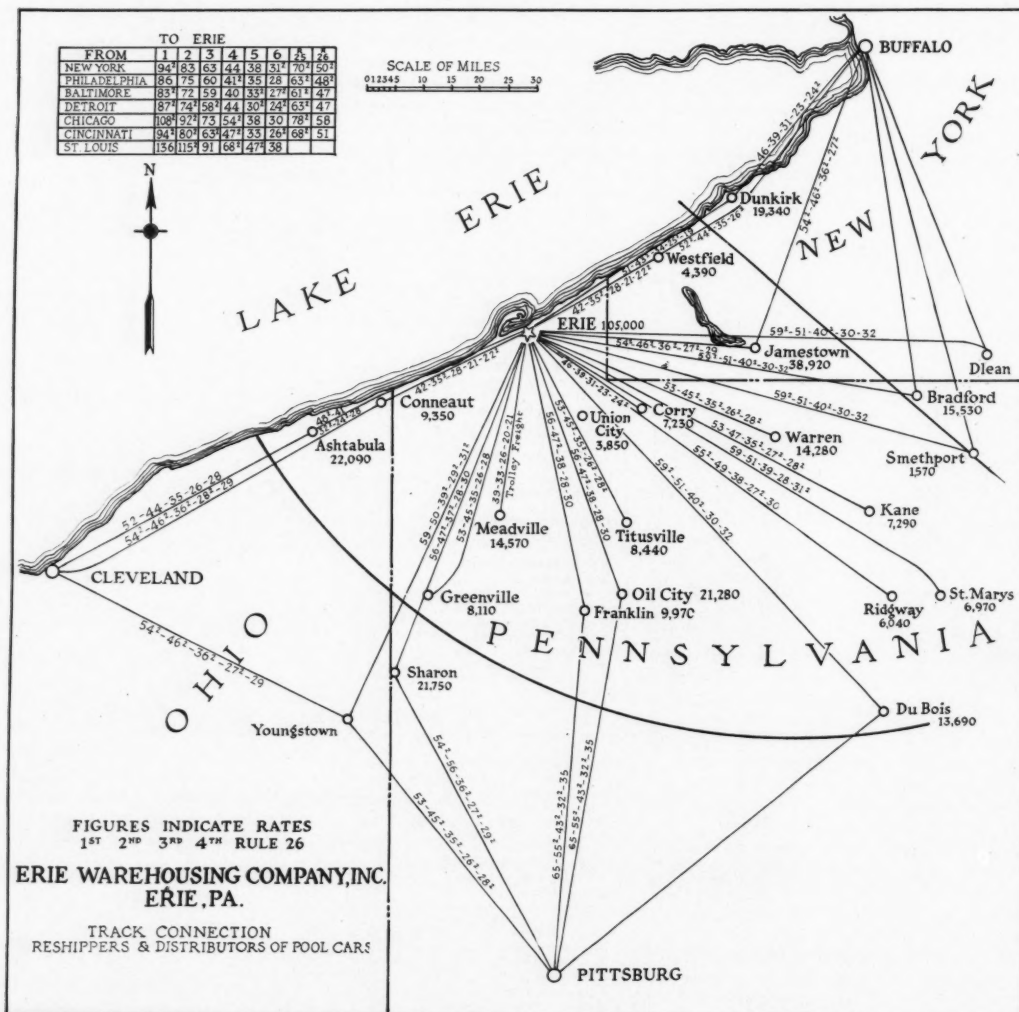
# Telling Your Tariff Story With a Blue Print

**A** PPEALING to the traffic manager's eye and brain by means of a blue print is a method devised by the Erie Warehouse Co., Erie, Pa., for building new business. This is a new way of carrying out the suggestion to "make your warehouse the hub of a tariff wheel," except that in this instance only a half-wheel can be shown because the territory to the northwest comprises the waters of Lake Erie.

But the general idea is the same—that of acquainting

the prospective shipper with freight tariff conditions relating to the warehouse. The traffic manager who has this blue print before him can visualize the Erie company's plant in its juxtaposition to the points to which he desires to send his products. Rates on class commodities are set forth and populations are given. It is the opinion of Roland Richardson, president of the company, that such a blue print would be of even greater value for a warehouse firm located with a larger center of distribution as its hub.

(Concluded on page 29)



## THE HUB

**T**HE slogan "Make Your Warehouse the Hub of a Tariff Wheel" was suggested to the warehouse industry about eighteen months ago. During that period scores of merchandise storage companies have, with success, adopted this method of conveying freight rate information to the traffic managers who are potential customers.

The building of a pamphlet containing carload and less than carload rail tariffs has been the popular way of putting this idea across. This article shows how the Erie Warehouse Co., Erie, Pa., has developed something different—telling its rate story with a blue print.

Copy of the blue print designed to tell the freight rate story of the Erie (Pa.) Warehousing Co.

## War Department

# May Lease Army Supply Bases to the Highest Bidders

By Arthur F. Conant

WASHINGTON, D. C., July 1.—Tentative action by the United States War Department looking to the rental of its immense warehouses at important Atlantic ports to the lowest bidders, which would have constituted a serious threat to legitimate warehouse interests at those cities, has been averted by timely efforts on the part of a special committee of warehousemen which recently laid the matter before the Secretary of War.

Peace-time conditions have emptied these buildings, and it seemed a logical thing to War Department officials to put them temporarily to commercial use so that they would at least pay their maintenance, and perhaps earn a divi-

dend, rather than eat into appropriations. There was apparently no realization in official circles what demoralization the sudden addition of millions of square feet of storage space might bring to the public merchandise warehouse industry.

While as yet no definite action has been taken by him, Secretary of War Weeks assured the committee that the Administration had no desire to interfere with legitimate business interests. The Secretary, at the time, was optimistic that he would be able to meet the views of the warehousemen.

THE attention of the industry was focussed on the situation by recent developments at the port of New Orleans, where the commanding officer of the Quartermaster's Department had under consideration the proposition of renting to a private concern about 100,000 square feet in the Army Supply Base for storing cotton baling and ties. Such a step would have quadrupled storage area at that point, swamping the 300,000 square feet of commercial warehouse space there by dumping 900,000 square feet more on the market, and at a low figure.

### Common Sense in Boston

While no steps of this kind have developed for opening up the great Army Supply Base in South Brooklyn, the consequences of such an action would be serious to New York warehouse interests, if it should ever be done. Common-sense action was taken some time ago by the warehousemen at Boston to meet a similar situation. In that case the War Department was persuaded to offer the 200,000 square feet available there for lease to the lowest bidder for a term of five years, and the space was awarded on this basis to the Terminal Wharf and Railroad Warehouse Co. at a figure between 30 and 35 cents a square foot.

A very unsatisfactory situation has already developed at Norfolk, Va., which has been dubbed by one prominent warehouseman as "an unholy partnership between the Government and the city." The Army base there was leased to the city authorities on the basis of a division of the profits. The result has been that there have not been any profits and the War Department has been deprived of the use of its property without any compensation.

Immediately after the plans of the

## ARMY WAREHOUSES

### What Shall Be Done With Them?

THIS is a problem of interest to the entire industry. As pointed out by Mr. Conant in this article, the contention of warehousemen is that the space should be leased to the highest bidder, as was done in Boston, so that unfair competition may not be created.

W. W. Morse, president of the American Warehousemen's Association, emphasized the seriousness of the situation in a talk at the Chicago convention of the Central Warehousemen's Club early in July. It was at the suggestion of Mr. Morse that Secretary of War Weeks suspended, pending a hearing, an order throwing open 900,000 square feet of space at the New Orleans Army Supply Base to commercial storage purposes.

That hearing was held, and this article by Mr. Conant tells about it.

Secretary of War Weeks has not yet made up his mind. If he acts favorably to warehousing it will be a step forward in protecting the industry against ruinous competition by the Government.

commanding officer at New Orleans became known, the local warehousemen as a body sought the active aid of other warehousing men at the principal Atlantic ports; and the following committee for the warehousemen conferred on June

27 with Secretary of War Weeks:

George S. Lovejoy, manager stores department, Quincy Market Cold Storage & Warehouse Co., Boston; H. H. Wiggin, president, Terminal Wharf and Railroad Warehouse Co., Boston; W. E. Halm, president, New York Dock Co., New York; Richard Armstrong, secretary, Security Storage & Safe Deposit Co., Norfolk, Va.; Louis B. Magid, president, Appalachian Corp., Inc., New Orleans; W. H. Douglas, president, Douglas Public Service Corp., New Orleans, and Mr. Villere, representing Dietrich & Wiltz, Inc., another New Orleans company.

Prior to the meeting, which concerned specifically the situation at New Orleans, the committee met United States Senator Ransdell of Louisiana and reviewed the case. The Senator participated in the conference with the Secretary of War and presented the matter as he and his constituents saw it. He was followed by Mr. Douglas. Secretary Weeks put his own position up to the warehousemen and asked what their action would be in his place with several hundred million dollars' worth of warehouses that were becoming empty and from which Congress expected he should get some returns.

### Warehousing's Viewpoint

The committee pointed out to him that the Government could not expect to secure any appreciable revenue by entering into direct competition with legitimate warehouse concerns. It was emphasized that it is not the function of the United States Government nor any of its Departments to operate any kind of a business for a profit. Therefore no Government-operated warehouse company could fairly do business for the purpose of making money. The scheme adopted at

Boston was recommended as the proper solution of the problem; namely, advertise the buildings in complete units for lease over a period of years to the highest bidder.

Following the expression of the Secretary's opinion, as has been pointed out, his attention was called by Mr. Halm to a recent report of the War Department Board of Engineers for Rivers and Harbors, covering all ports from Norfolk to Galveston inclusive, in which it was demonstrated that the railroads were providing terminal facilities at one-fourth to one-half the actual cost, from which it was drawn that such action by the railroads prevented private enterprise, with consequent injury to the nation.

### Would Stifle Industry

This report, which had been transmitted by the Secretary of War to the Interstate Commerce Commission under date of March 25, it was pointed out by Mr. Halm, presented a case which was parallel to the proposed action by the War Department at New Orleans, and if extended to other ports would stifle the warehouse industry all along the seaboard.

The instance in which the Government has leased space in the Army Supply Base at Philadelphia for an indefinite length of time for the storage of sugar at a price of only 6 cents per square foot was brought up. Mr. Halm expressed the opinion that it was highly improper

for the Government to lease a small portion of one of its buildings for even a short length of time when there were long-established warehouses available there with sufficient space on hand to take care of the business.

### Mr. Hoover's Opinion

In summing up the undesirable consequences of Government participation in competition with commercial enterprise, Mr. Halm aptly quoted from the comments of Secretary of Commerce Herbert Hoover in the newspapers of June 25 disapproving the Norris Bill to create a one-hundred-million-dollar corporation to aid farm products exportation, in which he stated that he "hesitated to suggest or approve any plan that would involve the Government further in any undertaking which might result in failure and which in my judgment should be left to private business. It is my hope that nothing will be done to prevent the country getting back to the normal processes of business."

The committee departed from Washington with the sense that it had accomplished its mission. On the question as to whether he considered it right for the Government to interfere in any way with the rights of legitimate warehousing interests the Secretary of War left no doubts in his hearers' minds but that the Government should not in any way stifle industry of this character by any action of its own.

At the conclusion of the conference the committee visited Quartermaster-General H. L. Rogers, who is in charge of the Army Supply Bases, and acquainted him with the public's interests in the matter with a view to securing his co-operation. Under United States Army rules the Quartermaster-General will be governed in the disposition of the matter by the instructions of the Secretary, from whom it is hoped favorable instructions will be issued in the near future.

Fundamentally the whole matter centers on the question as to whether private, and what may be termed Simon-pure, warehousing interests shall be assured a fair competitive field of business. The report, previously mentioned as transmitted by the Secretary of War to the Interstate Commerce Commission on March 25 last, puts the point squarely up to the Commission.

### Trunk Line Action?

It is pertinent to the matter that it is reliably reported that the Trunk Line Association, at a meeting on July 22, was to discuss the advisability of doubling or otherwise increasing its storage charges at terminals to what is in general the competitive level of privately-owned warehouses.

This action is all the more significant because Trunk Line territory is north and east, and therefore outside, the Norfolk-Galveston seaboard covered by the report mentioned.

## Introducing the

# "TEC" TRUCK For Short Haul Work

WITH the purpose of meeting the short-haul problem in industry, the Terminal Engineering Co., New York, has developed a type of electric industrial lift truck that has features of special advantage to warehouses handling considerable quantities of active stock. Hauling conditions in and about freight terminals, wholesale districts and warehouses are generally aggravated by cobble-paving, railroad tracks and switches and other impediments to smooth travel. The Terminal company has specially designed its industrial truck so as to be able to stand up successfully against the racking it would receive with constant use under such conditions.

### Solid Wheels

The "Tec" truck has a 4-inch steel channel frame, hot riveted. The wheels are of solid cast steel, equipped with 20-inch by 5-inch solid rubber tires, 3 inches deep, pressed on, giving all the cushioning effect of the regular solid automobile truck tire. Each wheel is individually driven by separate 60-volt



"Tec" industrial truck unloading flour during test, at a Bush Terminal warehouse.

General Electric series-wound motor, in special mud- and weather-proof cases. It has a patented four-wheel steer and a 91-inch by 35½-inch wheelbase which gives it a turning radius of 6½ feet.

### Automotive Equipment

The rough usage of city street traffic is fully taken into consideration in the design of the truck, which has full leaf 2-inch by 26-inch semi-elliptical springs and 3-inch solid depth tires similar to the regular auto-truck. The small rear wheel, found on many industrial trucks, is eliminated and in its place is a 20-inch wheel, which gives better traction. Running lights, brackets for motor licenses, horn, ammeter, odometer and other accessories of a street vehicle are supplied.

The truck is designed primarily to effect economies in short hauling, where the greatest expense items are the idle time of the equipment loading and unloading and the time and labor of transfer or handling between the usual outdoor and the indoor equipment. This truck is therefore designed to drive under and lift up by chain-driven jacks sepa-





*"Tec" Truck, showing chain-driven jacks for lifting platforms.*

rate 10-foot or 13-foot platforms, 47½ inches wide. This permits of the truck being always in motion, the only arrangement that enables the electric truck to operate at high economy. For best results three platforms are used by one truck, the truck delivering one platform for loading or unloading, as the case may be, while another is at the receiving point and the third at the delivery station.

#### Average Speed, 8½ Miles

The speed of the truck is 10 miles per hour running light and 7 miles per hour loaded, an average speed on each run of 8½ miles per hour, or about all that the city traffic will permit under ordinary conditions.

In a test carried out at the Bush Terminal in South Brooklyn it is stated that loading five drafts of six bags of flour, 140 pounds each, or 30 bags per platform, the truck made a 900-foot haul a round trip in five minutes, that is twelve trips per hour at 30 bags per trip, equivalent to 360 bags per hour or the contents of a 50,000-pound freight car.

This performance was carried out by one operator, one truck and three platforms between points easily four city blocks apart.

The elimination of one man out of the force that is used by the ordinary method of cartage and hand-trucking is said to more than carry the investment in an electric truck of this type. The saving from the use of separate platforms may be gauged by the fact that rehandling at



*Unloading canned goods from freight car to platform on a "Tec" truck. A second platform stands ready to receive another load while first is being transported away with the truck.*



*Solid cast steel wheels, equipped with solid rubber tires, enable "Tec" truck to move readily along cobble-paved roadways.*

the shipping-room door and waiting for loading and unloading results in handling costs frequently greater than the cost of the line haul.

The normal carrying capacity is 5,000 pounds. This load has been exceeded without harmful results, but the practice of overloading is obviously inadvisable. Because the design allows the truck to turn in a 6½-foot radius, it is able to pass through traffic congestion that would stall the ordinary commercial vehicle.

For the same reason it may leave the freight elevator at any floor fully loaded and circle off down narrow aisles at right angles and through comparatively narrow passages that would be impossible for the most mobile automobile truck. The Tec truck can therefore carry loads without the necessity of any intermediate transfer or handling and in that manner overcome any combination of indoor or outdoor traffic conditions that the warehouseman is liable to be confronted with.

## Telling Your Tariff Story with a Blue Print

*(Concluded from page 26)*

THE policy of the Erie company is to mail copies of its blue print to all shippers asking for rates, and also to other prospective customers who may be able to distribute through Erie. To quote Mr. Richardson:

"We frequently have inquiries for rail rates in our territory and the print gives these at a glance, and is a new way of answering these inquiries.

"The cost was small. The map was

traced from a regular map and the draftsman inserted the radial lines and the rate figures and other printing. The local division freight agents supply the rates for us, and the population figures of the various towns were supplied by the Bureau of the Census of the Department of Commerce.

"Any draftsman can make a similar tracing at a cost of a few dollars and the prints can be made from the orig-

inal tracing in as small lots as desired. Our prints cost us nine cents apiece."

It is the opinion of the Erie company that the novelty of this idea gives it an unusual advertising value which should bring real results in the form of new business. Distribution of the prints among shippers was begun only comparatively recently and the company is not yet in a position to analyze the fruits of its efforts.

# EDITOR'S PAGE

## Taxation of Warehouse Stocks

**A**SSESSORS in many of the cities in about fifteen of the States are yearly placing in the aggregate hundreds of thousands of dollars' worth of taxes on stocks which manufacturing companies are maintaining in public warehouses.

Are such taxes constitutional? Every traffic manager who routes goods through commercial storage plants would be interested to know. Shippers and warehousemen both have expressed to *Distribution & Warehousing* the opinion that a test case carried to the United States Supreme Court must result in a decision that such assessments are unconstitutional when placed on goods which have come from a State other than the one in which the taxes are levied. The contention of those who find the taxes burdensome is that those goods are merely in transit and constitute interstate commerce, and as such are not subject to any State tax laws.

Two suggestions have been made looking toward relief. One is that a test case be carried to the highest tribunal. The other is that the Legislatures of the States where the tax laws are on the statute books be asked to repeal the laws.

The latter course will be adopted by the Shippers' Warehousing and Distributing Association, the national association of traffic managers who distribute through warehouses. At the Pittsburgh convention a legislative committee was appointed to conduct a campaign before the several Legislatures when they meet in 1923. It was agreed to seek the co-operation of the American Warehousemen's Association.

*Distribution & Warehousing* believes that this stocks tax situation is of interest equally to the storage industry as to shippers. Minnesota recently enacted legislation authorizing such taxes. Various States in their hunt for new sources of revenue may decide to impose this burden. And the burden adds to the shipper's cost of distributing through warehouses; it

offsets some of the economic advantage which the manufacturer gains by distributing in that way.

In fourteen cities in twelve States a certain manufacturer of shoe polish paid taxes amounting to nearly \$2,800 in 1920. A drug company paid \$1,800 in ten cities in eleven States.

This movement to have the tax laws repealed deserves the support of all shippers distributing through ware-

houses. That support can be accorded through obtaining membership in the Shippers' Warehousing and Distributing Association.

Mr. Distribution Manager, the dues in this shippers' body—an organization formed to be of service to you—are \$25 a year. Read the story beginning on page 13 and join at once. Your company will benefit by the repeal of these tax laws.

## Freight Rates

**A**N opportunity to be of service to the industry has been opened to the public relations committees of the American Warehousemen's Association and Central Warehousemen's Club.

The enlightening article on freight rates—read by William J. Buchanan at the Central's Chicago convention and published in full in this issue of *Distribution and Warehousing*, would be informative to Federal authorities at Washington—to members of the Interstate Commerce Commission; to Secretary Hoover, who is at work on plans to reduce distributing costs. It would be informative to the presidents and traffic officials of the railroads. It would be informative to the distribution and transportation departments of the Chamber of Commerce of the United States, which are co-operating with Mr. Hoover. It would be informative to the editors of all business publications devoted to the development of rail transportation. It would be informative to industrial traffic managers, and particularly to those traffic managers who are not utilizing the commercial warehouse for distribution.

A progressive step could be taken by the public relations committees of the two major merchandise warehousing organizations in bringing Mr. Buchanan's contentions to the attention of the aforementioned interests. It will be a pity if the good points brought out in his paper are not used to advantage by the industry for whose benefit the article was prepared.

The logic of what Mr. Buchanan writes should be brought home through channels where it should be effective. Reprints of the article could be distrib-

uted, without great cost, through those channels. Washington should know what is the viewpoint, on freight rates, of one of the biggest industries in the country—warehousing. Business paper editors, who are interested in rail tariffs for the reason that their particular industries are interested, should be given the opportunity to disseminate among their readers the arguments advanced in the Buchanan paper. Especially would the Department of Domestic Distribution of the national Chamber of Commerce be interested, for that department is working along kindred lines in the matter of readjustment of railroad rates.

Let's tell the business world, and the Government, and the trade press, as Mr. Buchanan expresses it, "the whys and wherefores" of warehousing "in its relation to the freight rates and commerce generally." To do so will be constructive.

## TRUE TALK

**"T**HE writer is much interested in your publication, especially that portion devoted to the fast developing friendship and better understanding that has been growing between the warehouse executives and traffic managers. Co-operation along this line will mean much for the warehousing and distributing business."—E. F. Harwood, General Manager, Blue Line Storage Co., Des Moines, Ia.

# TWO

## A Bit Here

Vol. II. No. 2



# BITS

## A Bit There

Gotham, August, 1921

### Convention Items

#### Pittsburgh

Ye Ed. could testify as to what went on in a certain room only that *Two Bits* is strictly a family paper. The culprits know who we mean, all right, & we would like to tell who was put out by the hotel management & also why, but, lucky for all concerned, white paper in this publication is too scarce for even any hint of scandal, otherwise we would emblazon all.

John Simon, the Peoria wire mender, & Wm. Everest, the E. Pittsb. electrical wizard, & Paul MacKie, the Chi. sugar sampler, all was re-elected. Also Ye Ed.

Speeches was made by Pat Cassidy, Charley Criss, Sid Smith, Bob Spencer & Thos. Witters. Also Ye Ed.

#### Chicago

L. S. Whitaker & better ½ of Dallas was honeymooning.

Bill Buchanan, the Minneapolis r.r. rate juggler & storager, made a remark which should go down as a classic in history, to wit: "If you want to gain a real healthy respect for this country, draw a map of it."

A popular wheeze which we did not get the significance of at all was as follows:

"Where's Crutcher?"

"Well, if you don't find him in Room 320 you'll find him in *Distribution & Warehousing*."

Ed Lee & Sid Smith was hosts on their gasoline cruiser, from which a cooling swim was participated in by many, Ye Ed. & Ed inclusive.

It was a pretty good attendance on July 2, considering what was going on in Jersey City. Dempsey won in the 4th, but Bill Ford won in the 1st, Tom Skellet being K. O'd, hey, Tom?

Well Walker, Roy Griswold & Sid Smith gave Ye Ed. a lift here and there with their autos & we cut down our taxi bills considerable. Our thanks, boys.

#### Lake of Bays

All the arts of cost accounting were brought into play, what with exchanging Am'n for Canadian currency & a 2

ct. piece (Canadian) being as heavy as a silver \$1 (U. S.)

Tom Skellet of Minneapolis paid \$6.50 (U. S.) for a pipe. Geo. Rhame, also Minneapolis, got a \$6.50 pipe but paid for it in Canadian coin & thereby saved 65 cts. We hear as how Tom & Geo. exhibit bridgwhist perspicuity about in the same proportion, hey, Tom?

Ye Ed. took a somewhat prominent part in the convention proceedings. When the balloting for the nominating committee was announced, Ye Ed. rushed around and obtained a tin pail to deposit the votes in.

Quite some confusion was occasioned when the hotel tailor got everybody's pants mixed up when delivering same. Social activities was nearly disrupted & it looked like the delegates would get mad & go home but everybody got their pants back finally, some pressed & others less so. Ye Ed. had taken only 1 pair with him from Gotham & thereby avoided trouble.

Sam Woodson, the K. C. storager, was a munificent donor of boxes of cigarettes with Sam's firm name printed thereon. Ye Ed. managed to cop off 4 boxes.

Charley Webb, the Springfield (Mass.) storager, gifted us with a thermometer, a pack of playing cards, a notebook & some pencils.

### Another Opened\* Letter

Waterloo, Iowa,  
June 10, 1920.

Ye Ed., *Two Bits*, Gotham:

Dear Ed.: I have noticed several times in *Two Bits* you have mentioned not having received the cigars you have asked for to go with the matches presented to you by Dan Bray.

As long as no one has been kind enough to answer your hints with cigars I feel it my duty to advise you that the Rock Island Transfer & Storage Co. are advertising pure manila rope at \$12.75 per 1200 ft., which would be about enough to use up your matches, and I would advise you to order a roll for personal use and leave the valuable [sic] space in *Two Bits* for things that might bring better results.

I would have been glad to have sent you a coil of this rope gratis except that I still remember how you and a certain well-known warehouseman from Kansas City neglected to fill a very important engagement for an evening's entertainment at the San Antonio convention last

### News Items

Ye Ed. has been spending odd moments trying to fashion an apt limerick. 1st we started off that there was a wise warehouseman, Wicker, who stored a full carload of likker, and bought him some ice—and business got nice, for his labor worked slicker & slicker. That didn't sound clever so we started off that there was a wise warehouseman, Flynn, who stored a full carload of gin; and, resolved on good times, he also stored limes—but the 18th amendment came in. We got that far when the engineer whistled for Chicago & the porter insisted on brushing us off, which cost us 50 cts., which Julian Chase, business mgr. of *Two Bits*, said was too much, didn't you, Julian?

It is pleasant to have whsomen who visit Gotham drop in to see Ye Ed. grinding out items for *Two Bits*. Recent callers was Mrs. M. Bowen, the Indianapolis storagess; Wilse Little of Chi.; & C. H. Gulick of Newark. Everybody are welcome. Subscription rates are always on file.

Love Crutcher of K. C. & Frank Scobey of San Antone & Clare Aspinwall of Wash'ton of late called on Warry Harding, U. S. Prexy. Ye Ed. was invited but meeting Prexies is nothing new with us, we having chummed about with Bill Taft, Theo. Roosevelt & Woody Wilson when they was in the White House.

Ye Ed. has been traveling so much he has got so he knows most of the Pullman cars by their given names, tho we don't think much of the man who gave them.

winter, and the time we spent waiting for the arrival of the hosts—so under the circumstances the information is the best I can do for you.

Of course if you haven't the price to purchase this much rope at one time I will try to get the storage co. to extend you part credit but unless that is absolutely necessary, I would rather not, as I don't feel that I want to buy you something to smoke—but I would even do that to keep your continual hints out of *Two Bits*

Yours truly,  
(Signed) J. E. CASS.  
P. S.—I suppose I can put this in poetry if necessary.

\*Opened by Ye Ed.



# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

*Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transfer and automotive affairs.*

## "Reasonable Time for Delivery of Goods"

### Decision in Supreme Court of North Carolina

**T**HAT the "reasonable time for delivery of goods" depends on the distance which is to be traveled, how the parties are situated, the character of the goods and the surrounding circumstances, was the decision of the Supreme Court of North Carolina in the case of *Moore Bros. vs. American Ry. Exp.*, which lately came before it on appeal. (107 *Southeastern Reporter*, page 6.)

The court held that under ordinary circumstances a delay of thirty-four days in the delivery of an express shipment from Brockton, Mass., to Thomasville, N. C., would be held to be unreasonable.

The action was commenced before a justice of the peace to recover the value of certain shoes shipped by express from Brockton to Thomasville to the plaintiffs. The shoes were never delivered, and in the express receipt executed by the defendant there was the following stipulation:

"(7) Except where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded or damaged in transit by carelessness or negligence, as a condition precedent to recovery, claims must be made in writing to the originating or delivering carrier within four months after delivery of the property or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed; and suits for loss, damage or delay shall be instituted only within two years and one day after delivery of the property, or, in case of failure to make delivery, then within two years and one day after a reasonable time for delivery has elapsed."

The plaintiffs filed their claim against the defendant five months and four days after the shipment was delivered at Brockton to the defendant. The plaintiffs offered certain evidence on the question of what was a reasonable time for delivery, as follows:

C. A. Moore, plaintiff, testified:

"I am a member of the firm of Moore Bros. The shipment of shoes was never received by the firm. The invoice price of them was \$103.75. We have paid the Kelly-Butt Co. for them."

Q. "At the time this shipment was made, I believe the country was at war with Germany?" A. "Yes, sir."

Q. "Did you have trouble with shipments being delayed at this time?"

Defendant objected; objection was sustained; plaintiff excepted.

The plaintiff proposed to show by this witness that at this time all shipments were delayed by reason of war conditions, that it was common for shipments to be delayed at this time by reason of the conditions arising from war existing between the United States and Germany, and that thirty-four days was not an unreasonable time to wait for the delivery of this shipment in view of these facts, circumstances and conditions.

Q. "Mr. Moore, do you recall if there was an epidemic of influenza in the United States at this particular time?"

Defendant objected; objection was sustained; plaintiff excepted.

The plaintiff proposed to show by this witness that there was an epidemic of influenza in the United States at the time of the shipment; the defendant company had many employees out by reason thereof, and shipments were being delayed by reason thereof.

Q. "Did you have any trouble with shipments being shipped to Thomasville, Ga., and returned at this time?"

Defendant objected; objection was sustained; plaintiff excepted.

Plaintiff proposed to show by this witness that many shipments consigned to Thomasville, N. C., had gone to Thomasville, Ga., and for that reason plaintiff had a right to think this shipment had gone to Thomasville, Ga., and would be returned at a later date, and that thirty-four days was not an unreasonable time to wait for the delivery of the shipment.

Judgment was entered in favor of the express company and the plaintiffs appealed.

The Appellate Court said: "The case of the plaintiffs must depend on whether they presented their claim 'within four months after a reasonable time for delivery had elapsed,' and as they brought their action in contract, without allegation or proof of negligence, they are not

in position to demand the benefit of the exceptions in the contract, because to do so would show an action in tort, which would oust the jurisdiction of the justice; the amount involved being more than \$50." The court held also that:

"What is a reasonable time for delivery depends on the distance to be traveled, the situation of the parties, the character of the goods, and all the surrounding circumstances," and:

"It is generally a mixed question of law and fact, not only where the evidence is conflicting but even in some cases where the facts are not disputed; and the matter should be decided by the jury upon proper instructions on the particular circumstances of each case.

..... The time, however, may be so short or so long that the court will declare it to be reasonable or unreasonable as a matter of law. Whether the question of reasonable time is one of fact or law must, 'from the very nature of things,' depend upon the circumstances of each particular case, as business affairs are so kaleidoscopic in their nature that it is seldom, if ever, that any two transactions are exactly alike." *Claus vs. Lee*, 140 N. C. 554, 53 S. E. 434, 6 Ann. Cas. 243.

"One of the principal inducements to ship by express is quickness of transportation, and under ordinary conditions we would hold as matter of law that a delay of thirty-four days in the delivery of a shipment from Brockton, Mass., to Thomasville, N. C., would be unreasonable, but this shipment was made in time of war, when the Government had charge of and was operating railroads and express companies and when every power and resource of the country was devoted to one end, the successful prosecution of the war, with consequent preferences given to one class of business and frequent embargoes on others; and the plaintiffs offered to prove:

"That at this time all shipments were delayed by reason of war conditions; that it was common for shipments to be delayed at this time by reason of the conditions arising by reason of war existing between the United States and

Germany, and that thirty-four days was not an unreasonable time to wait for the delivery of this shipment." Also: "That there was an epidemic of influenza in the United States at the time of this shipment; the defendant company had many employees out by reason thereof, and shipments were being delayed by reason thereof."

This evidence was excluded by the court, when it ought to have been received as having an important bearing on the question whether notice of claim was filed by the plaintiffs within four months after a reasonable time for delivery had elapsed.

The objection that the plaintiffs did not offer to show that other shipments were made under similar conditions is met by the statement that the plaintiffs proposed to prove by the witness then being examined that this condition applied to all shipments, and that thirty-four days was not an unreasonable time to wait for the delivery of this shipment.

### DELAYED SUIT DECIDED AGAINST WAREHOUSEMAN

**LEGAL EDITOR, *Distribution & Warehousing*:** In October, 1920, we placed a woman's goods in storage. In about thirty days she called to have her goods delivered, which we did. She signed the warehouse receipt; also a cartage ticket showing that work was done satisfactorily and all goods received in good condition. The only kick this woman made when the goods were delivered was that some of the articles were slightly scratched or marred. We sent our repairman out to her house and he repaired everything she showed him, and she told him when he left that she was satisfied.

Seven months later she sued us for \$391 for articles she claimed we stored and never returned to her; also for scratched and marred furniture. This case was tried in a Justice of the Peace Court and the justice gave the woman judgment for \$200.

We do not think this case was decided fairly and we are going to appeal the case to the Circuit Court. This same justice decided the very same kind of case in our favor about five months ago. In the last case we only had the furniture repairman and one of the men that worked on the truck for witnesses. Don't you think that by having all the men that were on this job for witnesses, in addition to the signed warehouse receipt showing that all the goods were received in good condition, we ought to beat this case?

If you know of any cases similar to this one I would like to know of them, as it will help us very much. Thanking you in advance and hoping to hear from you by return mail.—J. G. H., Kansas City, Mo.

Answer: It is a great temptation to think that we are not treated fairly when we are beaten in court. The justice undoubtedly did the best he could to get at the truth of the matter but we all make mistakes at times.

Tell your attorneys to look in Vol. 40 of *Cyclopedia of Law and Procedure*, page 429, and see the cases cited there, on this point. *Mohun on Warehousemen* is another good place to look.

### FREIGHT OVERCHARGE

Editor,  
*Distribution & Warehousing*.  
Dear Sir:

While as yet we have been unable to avail ourselves of warehousing in connection with our products, your magazine has been given careful attention in this department. We are sure that you will pardon our taking issue with a reply for the proper procedure on a freight overcharge, as described on page 44 of your May issue. In the answer given it states "Unless you made the payment under protest or under duress you cannot get back the amount that you were overcharged, it seems."

A freight overcharge when properly supported with paid freight bill, quoting tariff authority, regardless of whether it was paid under protest is a perfectly legitimate claim and any responsible carrier will make a prompt refund. The railroad cannot discriminate. It is a discrimination to make an overcharge, the same as an undercharge. A common carrier is bound to collect the lawful and legal published rates and it is not necessary to hire a lawyer to secure a refund of this nature.

If a carrier refuses to make payment, a letter or an informal complaint to the secretary of the Interstate Commerce Commission should bring the desired results. If this does not have the desired result, as a final recourse, a formal complaint before the Interstate Commerce Commission is in order and only when the rate in question is in dispute between consignee and carrier.

We trust that you will have correction of this statement made, as it might be misleading to some one who has not had traffic experience.—I. W. Whitaker, Traffic Manager, Aluminum Goods Manufacturing Co., Manitowoc, Wis.

### Vermont Rate Decision

**THE** Supreme Court of Vermont, in the recent case of *Montpelier & W. R. R. vs. Charles Bianchi & Sons*, reported in 113 *Atlantic Reporter* at page 534, decided that the Interstate Commerce Act requires a carrier to collect and the party legally responsible therefor to pay the lawful rate existing on shipments at the time they are made without deviation, through mistake, ignorance, etc.

In this case it appeared that granite manufacturers had made a contract to deliver certain monuments f.o.b. city of Barre. The manufacturer delivered the monuments to the railroad at Barre, and received the usual bill of lading.

The railroad forwarded the monuments to Norfolk, Neb. The consignee was notified and a freight bill of \$370 was presented by the carrier. The consignee claimed the correct amount was \$344.49, whereupon the agent made out a receipt for that amount and that amount was paid and the receipt was delivered.

The manufacturer had no notice that the freight bill had not been paid until one of the consignees had died and the other had become insolvent.

The court held the consignor was liable for the freight charge and was conclusively presumed to know the lawful rate.

### NEW LOS ANGELES CO. IS UNDER JOINT OWNERSHIP

**LAKE OF BAYS, ONT., July 11**—A new household goods warehouse, to be owned jointly by three present warehouse companies, is to be erected in Los Angeles, it was announced to-day at the convention of the National Furniture Warehousemen's Association, by C. J. Neal of the Neal Fireproof Storage Co., Cleveland.

The three controlling firms are the Neal company, the Bekins Fireproof Storage, Los Angeles, and the Lyon Fireproof Storage Co., Los Angeles. The new firm will be known as the Wilshire Fireproof Storage Co., and the warehouse will go up in Wilshire, a high class residential district of Los Angeles.

The building will be eight stories high, 120 by 100 ft., fireproof, and of design to conform to the architecture of the district. The contract will be let about August 1 for the first unit, 60 by 100 ft. The completed building and the ground will cost about \$300,000.

The Wilshire company will be in a position to handle furniture pool car business generally. It will take care of shipments sent forward by the Neal company of Cleveland.

### Chain Directory Issued

**NEW YORK, July 18**—The eighth annual edition of the directory of the American Chain of Warehouses, for 1921-1922, was issued to-day from the office of the executive secretary, Frank Rochambeau, at 39 Beach Street, this city. It shows a membership of 110 merchandise warehouse companies in as many different cities.

### Death of Albert Taylor

**NEW YORK, July 6**—Albert Taylor, manager of the north Atlantic district of the Electric Storage Battery Co., died here to-day. The son of a clergyman, he was born in Liverpool, England, in 1864, and was graduated from Princeton in 1884. He had been with the Electric company since 1898.



## DELEGATES WHO ATTENDED ONE OF THE MOST CONSTRUCTIV



(a) Front row

(b) Second row from top

(c) Second row from bottom

Group picture of semi-annual convention of Central Warehousemen's Club, at Hotel Drake, Chicago, July 2. Copies of this photograph may be obtained, \$1.50 each, from the Kaufmann & Fabry Co., 425 South Wabash Avenue, Chicago.

## Central Club Inaugurates Plan

# To Advertise Warehousing On a National Scale

By KENT B. STILES

CHICAGO, July 2.

"Your Public Relations Committee reports: It is the opinion that the plan for an advertising campaign on a national scale is one of national importance and will be one of the biggest movements undertaken by the warehouse industry and therefore requires great thought and study. The committee further feels that this is not a matter for the Central Warehousemen's Club alone but is one that should receive the co-operation of all national associations, and therefore recommends that the president appoint a committee for this association and then advise the American Warehousemen's Association and the National Furniture Warehousemen's Association that such committees be appointed for their associations to meet in joint sessions for a discussion and formulation of the details of such a campaign and devise ways and means for the raising of the necessary funds, and it is urged that action be taken at the earliest possible date. It is also the opinion of your committee that the participation in this campaign by the warehouse companies should be an individual matter only but with the sanction and approval of the national associations."

**T**HE Central Warehousemen's Club, in semi-annual convention here yesterday and to-day, set in motion machinery designed to carry warehousing from its present position of comparative obscurity to one of national prominence. It took the first step in "an advertising campaign on a national scale"—as set forth in the foregoing report submitted by the club's public relations committee, comprising L. T. Crutcher, Kansas City, chairman; John Bekins, Omaha; Roy Binyon, Fort Worth; Elmer Erickson, Chicago, and W. I. Ford, Dallas.

As pointed out by Mr. Ford, if warehousing expects to develop new business it must put itself in the proper light be-

fore shippers and the public, and a co-operating advertising and publicity campaign would result, in his opinion, in—

1. Swifter distribution. 2. Economy in distribution. 3. More money for the railroads. 4. Cheaper goods for the consumer. 5. More money for warehousemen.

Intelligent study of what warehousing could do for the business interests which need warehousing would redound to the benefit of all, Mr. Ford declared.

### Action

The convention decided to undertake to carry out the recommendations submitted by the committee, and the co-

operation of the A. W. A. and the N. F. W. A. to that end will be sought.

The importance of the movement was emphasized by various speakers. F. L. Bateman, Chicago, said the club could profitably take up the problem of transportation in relation to long hauls and carload rates and give shippers a concentrated plan which would react favorably. Railroad interests were disposed toward co-operation with warehousing, he declared, and shippers were also. Mr. Crutcher, in a paper on "Warehousing From a National Viewpoint" (see page 16), said the days were past when any business could say "The public be d—," and that the slogan from now on must



## FIVE CONVENTIONS IN THE HISTORY OF THE WAREHOUSE INDUSTRY



(d) Top row

(a) Thomas J. Skellet, treasurer of C. W. C. and president of Skellet Co., Minneapolis; (b) William I. Ford, C. W. C. vice-president and manager of Inter-State Forwarding Co., Dallas; (c) Sidney Smith, C. W. C. president and manager of Currier-Lee Warehouse Co., Chicago; (d) George A. Rhame, Minneapolis, C. W. C. secretary.

be "The public be informed." Alvin E. Dodd, manager of the National Chamber of Commerce's Department of Domestic Distribution, called upon warehousing for statistics regarding stocks in warehouses, in a paper (see page 19) read on his behalf. Mr. Erickson, in a paper on "Ways and Means of Obtaining and Keeping Business" (see page 21), declared the publicity movement "will do much to educate the public at large" and would emphasize "the importance of the industry in the distribution of our nation's products."

W. W. Morse, Minneapolis, president of the American Warehousemen's Association, declared warehousing could be made nationally powerful in questions relating to railroading, legislation, taxation, insurance, etc., and in this connection he urged support for the proposed federation of all warehousing organizations so that the individuality and strength and power of each might be combined for the common good.

### Development of Industry

THE outstanding theme of the convention was "Development of the Warehouse Industry." William J. Buchanan, Minneapolis, discussed freight rates as they affect warehousing (see page 8). George Hamley, Minneapolis, talked on cost finding (see page 23). The convention adopted a set of standardized customs and practices, called "Terms and Conditions" (see page 36).

The John Bekins base rate table for open storage of household goods was described in detail by Melvin Bekins, his

son, of Omaha, and was adopted. This will appear in an early issue of *Distribution & Warehousing*. It was voted that the John Bekins committee should continue its inquiry, taking up a table

## A DISTRIBUTION CONVENTION

REPRESENTATIVES of manufacturing companies engaged in distribution of commodities will be called together in convention some time this fall, in a Central Western city, probably Chicago, by the Department of Domestic Distribution of the Chamber of Commerce of the United States.

Men in the warehouse industry will be interested in this coming meeting, which will be part of the Chamber's Distribution Department's activities in studies covering waste in use of time of personnel; packing and shipping; transportation, including delivery; departmental lay-outs and routing; and—warehousing and storage.

An early issue of *Distribution & Warehousing* will tell more about the plans for this distribution convention.

for room storage and reporting at the next convention.

It was brought out during Mr. Morse's talk that the directors of the A. W. A.

were working with a committee of the Central with a view to holding a joint convention this fall. In this connection a resolution, offered by N. R. Frost, St. Paul, was adopted to the effect that the Central's executive committee should take up with the A. W. A. the question of amalgamation.

On motion by C. C. Stetson, St. Paul, the convention adopted a resolution that the American plan for the open shop be adhered to wherever possible. A preamble said the question was likely to become an important one in warehousing.

### Insurance

After a talk by W. I. Ford, who declared compensation insurance was not equitably adjusted in the various States, a committee was appointed, comprising himself, Ray Turner of Minneapolis and W. Lee Cotter of Mansfield, Ohio, to study the situation and report back at the next convention.

Reports made by members indicated that wages of labor had not decreased.

H. B. Whipple, of the New York Dock Co., during a talk on labor saving devices, disclosed to the convention that his company's recently-established tariffs were based on Western methods.

George A. Rhame, Minneapolis, in his report as secretary said the present membership was 153 companies, as compared with 140 last January. Hillier's Fireproof Storage & Transfer Co., Springfield, Ill., was elected to membership. An application was received from the Brighton Transfer Co., Cincinnati.

# "TERMS AND CONDITIONS"

## *A Guide for Warehousemen in Dealing with Shippers —Recommended by Central Club*

**A** NEW guide for the warehouseman in making his arrangements with the shippers who are his customers has been prepared by the Central Warehousemen's Club for use by its members, comprising more than 150 warehouse companies. In various cities where guides of this general character are in operation to-day they are called "Rules and Regulations." As revised by the Central Warehousemen's Club the guide will be known as "Terms and Conditions," a description less severe in effect upon the mind of the shipper-patron. In further carrying out this purpose to eliminate all harshness in phraseology, the words "penalty" and "penalize," which have long been common in such storage guides, have been dropped.

The Terms and Conditions were adopted on July 2 at the summer convention of the Central at Chicago. As

explained by W. I. Ford of Dallas, chairman of the committee which had been working on them for months past, they are recommended only. It was desired to effect uniformity to the extent possible, and the Terms and Conditions as adopted at Chicago were prepared after examination of the "Rules and Regulations" which are in effect under State regulation in Illinois and Minnesota and California, and of the "Rules and Regulations" under which warehousemen are operating in other parts of the country.

It is assumed that in Illinois, Minnesota and California the Central members will continue to use the "Rules and Regulations" filed with the State commissions, but the differences as set forth in the Terms and Conditions are not many or vital.

The revised Terms and Conditions follow:

### Handling Charge

1. Handling charges cover the ordinary labor and duties incidental to receiving goods at warehouse door, stowing away and redelivery to the warehouse door. One-half of the charge is to cover the handling in, and one-half the handling out. Small deliveries not yielding 25 cents at one-half the handling rate will be assessed an additional amount to equal 25 cents. Handling charges will be billed with first month's storage charge.

### Storage Rates and Expiration

2. The rates of storage are per month, dating from receipt of the first package, or from date when incoming car is constructively placed by carrier, and cover from that date up to, but not including, same date of the following month, or at option of both parties, that storage be charged from first to first of each month. All goods received up to and including the 16th of month a full month's rate, and after the 16th to end of month a half month's charge. The minimum storage charge per lot will be 50 cents. All charges are assessable monthly in advance and the warehouse may refuse delivery of goods until all charges are paid.

### Time for Effecting Delivery

3. When goods in store are ordered out, a reasonable time shall be given the warehouseman to execute the order. If the warehouseman is unable to effect delivery from causes beyond his control before expiring storage date, an additional storage charge may be assessed.

### Storage Period

4. Unless otherwise provided, all commodities are on month to month contracts, and reservation is made of the right to require the removal of any lot upon 30 days' notice from the next storage date. Only such notice as is reasonable or possible under the circumstances is required on perishable or hazardous goods.

### Excess Value

5. The rates named herein are based upon a value of not to exceed \$8 per cubic foot or 25 cents per pound, and warehouse company will not be liable for articles of greater value unless a special agreement to do so and a stipulated value of the articles are indorsed on the warehouse receipt issued by the warehouse company. On commodities of greater value, an additional charge of one-tenth of one per cent of the excess value will be made.

### Small Lots and Varieties

6. The storage rates scheduled herein are based on lots of one brand, mark or variety, earning a storage revenue of more than \$5 per month. Rates on smaller quantities will be increased as follows:

(a) When the volume of goods received or remaining in storage in one lot is such that the applied storage rate amounts to less than \$2 per month on each brand, mark, or variety, there will be an increase of 100 per cent in the listed storage rate, but the increase will not be computed higher than \$3.

(b) When the volume of goods received or remaining in storage in one lot is such that the applied storage rate amounts to more than \$2 per month but less than \$5 per month on any one brand, mark, or variety, there will be an increase of 50 per cent in the listed storage rate, but the increase will not be computed higher than \$5.

(c) On all goods which must be delivered by serial number or specified package, both the handling and storage rates listed here will be increased 100 per cent.

NOTE.—No more than one section of this rule shall be applied to any one lot.

### Responsibility

7. The responsibility of the warehouseman is defined by the laws of the State. All goods are stored at owner's risk of

loss or damage by civil or military authority, or insurrection, riot, strikes, enemies of the Government, sprinkler leakage, flood, wind, storm, fire, moth, corruption, depredation of rats, mice, or vermin, change of temperature, or by any cause beyond the control of the warehouseman. The warehouseman will assume no responsibility for concealed damage, leakage, or for losses in weight by reason of defective or insufficient containers, whether occurring when goods are in storage or are being handled.

### Extra Service

8. Warehouseman will furnish on request or when necessary, common, skilled or clerical labor, extra space, light, power or materials, for which a charge will be made at his regular rates in effect.

### Access to Goods

9. Customers, their representatives or workmen may have access to or work on goods in store when accompanied by a warehouse employee, for whose time a charge will be made.

### Warehouse Receipts

10. A warehouse receipt will be issued for each lot of goods stored, either negotiable or non-negotiable at option of storer. Should patron require more than one negotiable receipt on any lot of goods, a charge of 50 cents will be made for each additional negotiable receipt.

### Damaged Goods

11. A charge for time and material will be made for repairing or recovering damaged goods.

### Marking and Billing

12. A charge of 1 cent per package, with a minimum charge of 10 cents per shipment, will be made for marking and billing goods.

### Weighing — Taking Weights and Measures

13. The charge for weighing goods upon receipt or delivery will be 1 cent



per 100 pounds in lots of 1000 pounds or more. In lots of less than 1000 pounds the charge shall be  $1\frac{1}{2}$  cents per 100 pounds, with a minimum charge of 10 cents. A charge of 50 per cent of the quoted in and out handling charge will be made for weighing individual packages upon receipt or delivery. (Exception: Tea, 4 cents per package; minimum charge, 10 cents.) Taking and reporting marked weights and numbers, for purposes other than warehouse identification, will be charged for at the rate of 1 cent per package; minimum, 10 cents.

#### Car Loading Charge

14. A charge equal to 25 per cent of the quoted in and out handling charge, with a minimum of \$5 per car, will be made for loading out carloads, to cover

use of switch track and labor required in placing, loading and billing of car. Where bracing or dunnage is required, it will be furnished at regular rates.

#### Collection of Money

15. A charge will be made for making collections for customers or for transportation charges advanced.

#### Postage

16. Postage and addressed envelopes should be furnished by customers requiring daily notification of shipments or deliveries and reports.

#### Expense Bills

17. A charge of 10 cents per expense bill should be made to cover the use of

money advanced and the clerical work necessary in checking and handling express and railway companies' collect or prepaid expense bills. Large amounts are subject to sight draft.

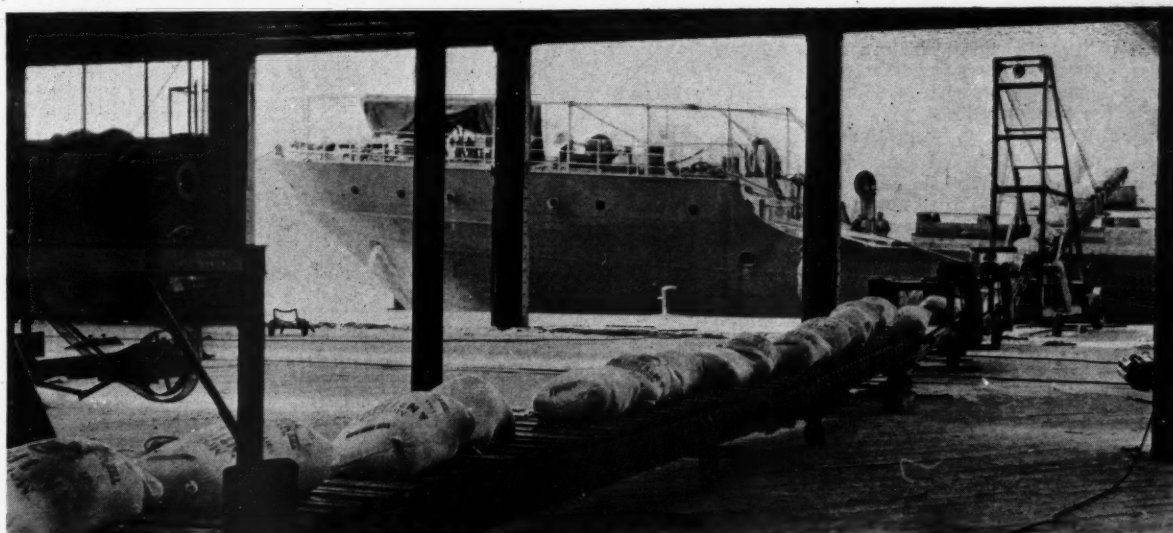
#### Delivery Requirements

18. Orders signed in full and in writing will be required for the delivery of all goods. Negotiable receipts must be surrendered properly endorsed. Telephone orders where later confirmed, however, will be honored, except on negotiable receipts, but in the event of error in delivery of telephone order the warehouse will not be responsible for loss or damage occasioned by any misunderstanding of such orders or instructions received by telephone.

(Concluded on page 38)

## Reducing Flour Handling Costs at Port of Norfolk

By WILLIAM H. JENKINS



**E**FFORTS by the city of Norfolk, Va., to reduce flour handling costs have been highly successful, according to an announcement just made by the Norfolk Port Commission following practical tests of the flour handling machinery recently installed at the Municipal Union Terminal.

More than a year and a half ago the city entered into a contract with the War Department for the use of about half of the pier and warehouse facilities at the Army Supply Base as a municipal terminal. The advantageous location of this terminal, together with the fact that through a belt line it is connected with all the Norfolk railroads, resulted in a large movement of business. Included in this movement were several cargoes of flour, which were loaded by the old sling and hoist method.

Anxious to reduce the heavy expense necessitated by the use of this method,

the Norfolk Port Commission, at the request of the Millers National Federation, purchased two sets of Lamson conveyors of the most modern type. These conveyors are especially constructed for the handling of flour in bags, but without any changes in the machinery they can handle any sacked freight and small case goods.

Two recent tests have been made of the machinery under normal working conditions, with the result that a maximum of 118 gross tons per hour per hatch were loaded on ships. However, it was not found practical to stow it as rapidly as this. No difficulty was found in delivering to hatches and stowing 95 tons per hour per hatch. By actual count 495 sacks (31 gross tons) were delivered to a single hatch in 19 minutes. The tests that have been made assure an average of not less than 70 tons per hour per hatch in a day's run.

Moving pictures of this machinery in operation attracted considerable attention at the convention of the Millers National Federation in Chicago on June 29, 30 and 31. These pictures were made under the direction of Arthur G. King, Port Director for Norfolk.

According to the Port Commission, flour-loading costs at this port have been reduced 50 per cent since the machinery was installed. It is possible to load the flour direct from cars into the hold of the vessels, as shipments coming to Norfolk over any Hampton Roads railroad are delivered directly into the pier shed in the original car. Flour is handled from the car to the conveyor, which is placed immediately in front of the car door, and is conveyed thence to the hold of vessel without any additional handling.

Besides the flour handling machinery, the Municipal Pier is equipped with two

(Concluded on page 44)



**"TERMS AND CONDITIONS"**

(Concluded from page 37)

**Demurrage**

19. Cars consigned to warehouse without previous arrangement will be subject to any accruing demurrage charges.

**Perishable Goods**

20. Perishable goods or others susceptible to damage through changes of temperature or other causes incidental to ordinary storage, will be accepted only at owner's risk.

**Information**

21. The warehouseman is the warehouse and shipping department of the customer and his account will be handled in confidence. No information will be given out regarding an account except upon the authority of the customer or a Governmental agency.

A few words by way of explanation of some of the foregoing terms will be helpful to both warehouseman and shipper.

In No. 8, the extra charge for light and power alludes chiefly to night work. When the storer requires electricity and labor for work out of hours it seemed proper to prefer extra charge.

In No. 10, the charge of 50 cents for each additional negotiable receipt is of course optional with the warehouseman. The Ford committee's recommendation specified 25 cents. On the floor of the convention several warehousemen advocated as high as \$1. A test ballot indicated the majority in favor of 50 cents. The theory of charging for additional negotiable receipts is not based on a desire to earn extra revenue but to minimize the practice, on the part of the shipper, of demanding such additional copies. This practice has grown, involving requests by some shippers for extra copies on every lot arriving at warehouse, with corresponding additional clerical expense for the warehouseman.

Term No. 12 was not in the guide as recommended by the Ford committee, which had eliminated it with the thought that it was "small warehousing" for the storage executive to "make a charge every time you turn around." However, a standing test on the convention floor showed by 2 to 1 that it was the general practice to charge for marking and billing goods, and the clause was restored. It had been the idea of the Ford committee to let the practice be for the warehouseman's original charge to cover all cost of marking and billing.

Term No. 6, perhaps the most important in the guide, and one which has been the subject of much controversy between shipper and warehouseman, is Chicago's Rule No. 6, which has the approval of the Public Utilities Commission of Illinois, and it is virtually the same as Rule No. 6 in operation in Minnesota under State supervision and in New York. These facts were pointed out by Roy C. Griswold, Chicago, in urging that Chicago's No. 6 be incorporated into the new guide of the Central; Mr. Griswold emphasized that nearly all national distributors were educated to it and that if warehousemen generally would adopt it their fight was "more than half won."

A member of the committee, John Bekins, of Omaha, prepared for incorporation into the guide a lot system table. This table, promulgated as the theory on which Chicago's Rule No. 6 is based, was adopted as the principle of Term No. 6 of the Central's guide. The table follows:

**SMALL LOTS AND VARIETIES**

The base lot for storage is one which measures up to any of these requirements.

- (1) 30,000 pounds.
- (2) 870 cu. ft.
- (3) 120 sq. ft.

For small lots and varieties, apply the following table:

1,000 lb. or 29 cu. ft. or 4 sq. ft.—9 points above your base
1,500 lb. or 44 cu. ft. or 6 sq. ft.—8 points above your base
2,000 lb. or 58 cu. ft. or 8 sq. ft.—7 points above your base
2,500 lb. or 73 cu. ft. or 10 sq. ft.—6 points above your base
3,000 lb. or 87 cu. ft. or 12 sq. ft.—5 points above your base
4,000 lb. or 116 cu. ft. or 16 sq. ft.—4 points above your base
6,000 lb. or 174 cu. ft. or 24 sq. ft.—3 points above your base
10,000 lb. or 290 cu. ft. or 40 sq. ft.—2 points above your base
16,000 lb. or 464 cu. ft. or 64 sq. ft.—1 point above your base
30,000 lb. or 870 cu. ft. or 120 sq. ft.—Your base rate

MERCHANDISE LOT SYSTEM							
Aisle Chg.	Pile Widths	Pile Depths	Square Feet	Cubic Feet	Small vol. chg.	Total chg.	Points above your base
.625	1½'	3.8' 1000#	4	29	.40	1.025	9
.575	1.7	3.5' 1500#	6	44	.35	.925	8
.525	2.1	3.8' 2000#	8	58	.30	.825	7
.475	2.4	4.2' 2500#	10	73	.25	.725	6
.425	2.55	4.7' 3000#	12	87	.20	.625	5
.375	3	5.3' 4000#	16	116	.15	.525	4
.325	3.1	7.7' 6000#	24	174	.10	.425	3
.275	4.4	9' 10000#	40	290	.05	.325	2
.225	5.8	11.1' 16000#	64	464		.225	1
.125	0	20' 30000#	120	870		.125	Your Base Rate

**MERCHANDISE STORAGE BASE RATE TABLE**

The Base Rate Table is computed on the following principles:

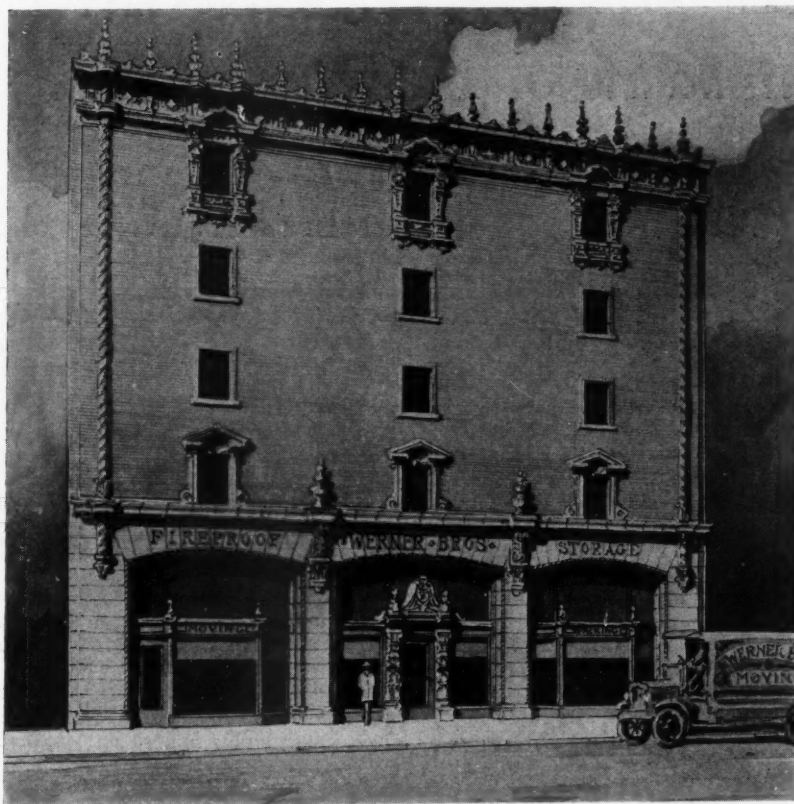
- (1) Floor load per sq. ft., 250 lb.
- (2) Piling height (7 101/432 or 7.2338) or called for convenience, 7¼ ft.

Equilibrium, 1 cu. ft. = 34.599 lb.

Rate per cwt.	Rate per cu. in.	Rate per cu. ft.	Rate per sq. ft.
1½c.	.000003	.005184	.0375
1¼c.	.0000035	.006048	.04375
2c.	.000004	.006912	.05
2¼c.	.0000045	.007776	.05625
2½c.	.000005	.00864	.0625
2¾c.	.0000055	.009504	.06875
3c.	.000006	.010368	.075
3¼c.	.0000065	.011232	.08125
3½c.	.000007	.012096	.0875
3¾c.	.0000075	.01296	.09375
4c.	.000008	.013824	.10
4¼c.	.0000085	.014688	.10625
4½c.	.000009	.015552	.1125
4¾c.	.0000095	.016416	.11875
5c.	.000010	.01728	.125
5¼c.	.0000105	.018144	.13125
5½c.	.000011	.019008	.1375
5¾c.	.0000115	.019872	.14375
6c.	.000012	.020736	.15
6¼c.	.0000125	.021600	.15625
6½c.	.000013	.022464	.1625
6¾c.	.0000135	.023328	.16875
7c.	.000014	.024192	.175
7¼c.	.0000145	.025056	.18125
7½c.	.000015	.02592	.1875
7¾c.	.0000155	.026784	.19375
8c.	.000016	.027648	.20
8¼c.	.0000165	.028512	.20625
8½c.	.000017	.029376	.2125
8¾c.	.0000175	.03024	.21875
9c.	.000018	.031104	.225
9¼c.	.0000185	.031968	.23125
9½c.	.000019	.032832	.2375
9¾c.	.0000195	.033696	.24375
10c.	.00002	.03456	.25

## WHAT'S WHAT IN NEW BUILDINGS

## XXIII

Werner Bros. Fireproof Storage Co.  
Chicago

**T**HE Werner Bros. new fireproof storage warehouse, to be erected on North Paulina street, Chicago, presents some novel features in the way of planning and designing.

The problem to be solved was the erection of a six-story fireproof structure, 60 by 80 feet, within (for these times) a limited appropriation. It being advisable to economize in some directions, the architect, George S. Kingsley, a Chicago specialist in warehouse construction, decided to reduce the story heights, which would in no way impair the efficiency of the building, as regards storage purposes, yet would save a considerable sum in the cost of construction.

Within its scope of operations the modern storage warehouse comprises so many functions that it becomes necessary for the architect to provide a distinctive facade, as well as interior office and lobby, all of which emphasize

the importance of the building, and at the same time greatly increase its efficiency.

The front of the Werner building is of light buff pressed brick and polychrome terra cotta. It was decided to lay stress upon the vertical lines in the ornamentation, in order to produce the effect of height and magnitude in the building. Therefore, it was designed in the Spanish renaissance, with heavy arches inclosing the first and the mezzanine stories; the third, fourth and fifth stories being left comparatively plain, in order further to enhance the substantial character of the building. The top story and cornice, as is usual in this style of architecture, are richly ornamented with polychrome terra cotta; the ornament at the top and the intermediate window opening being kept small in scale because of giving to it the appearance of greater height.

The color scheme of the exterior will, in general, be buff, cream and verde antique, with some heraldic inserts of brilliant color and gold. In addition to border lights having been provided in the soffit of the belt course, over the mezzanine story, the building will be flood-lighted at night, thus producing a most charming and artistic color effect.

The interior of the office also will be treated in the Spanish renaissance, with heavy, engaged columns and brackets at the walls, supporting a beamed and vaulted ceiling. The ornamentation at the entrance and for balconies, facias and cornice will be rich and heavy, such as will produce the strong contrasts so necessary to successful effects in this style. The floor is treated with black and gray tile, laid diagonally, and the counter top, base, etc., are of heavily veined Italian marble. Specially designed lighting fixtures of polychrome wrought iron are to be used, and the ornamental plaster will be treated in colors. All interior metal fittings, such as doors, gates, grilles and sash, will be bronze in antique finish.

The three sides of the office—two stories in height—are plate glass display windows, extending from floor to ceiling. These windows will be curtained with wine-colored material their entire height, while the side windows of the office open on to the piano storage space.

(Concluded on page 44)

# National Association Has Plan TO REDUCE DAMAGE CLAIMS On Members' Shipments of Household Goods

By Kent B. Stiles

LAKE OF BAYS, ONT., July 11.

"Statistics indicate that claims on household goods constitute one and one-half per cent of the entire loss and damage account on American railroads. . . . These claims on household goods are . . . brought about by incompetent and careless methods practised in preparing shipments for transportation, and this class of freight is proverbial for being poorly marked if marked at all.—C. H. Dietrich, Freight Claim Agent, Chicago, Milwaukee & St. Paul Railway.

**T**HE foregoing assertion made public last April by Mr. Dietrich is the starting point of one of the most constructive movements ever undertaken by the household goods warehouse industry of America.

The "incompetent and careless methods" alluded to are going to be attacked from within by the National Furniture Warehousemen's Association. The percentage of one and one-half is to be reduced by co-operative endeavor.

This was the outstanding feature of the second annual convention of the National, the household goods organization which was formed a year ago at Mackinac Island, Mich., and which within twelve months has built its membership to 515 furniture warehouse companies.

The subject was brought to the convention's attention here by F. L. Bateman, chairman of the committee on traffic and president of the Trans-Continental Freight Co.

**A**S pointed out by Charles Milbauer, New York, manager and traffic executive of the Trans-Continental, such statistics would be invaluable in the relationship between household goods warehousing and the railroads. And as pointed out by Walter E. Sweeting, chairman of the publicity committee and president of the Atlas Storage Warehouse Co., Philadelphia, these reports coming into the executive secretary's office from warehousemen all over the United States and Canada would supply aggregate figures on this branch of the industry for use in the publicity drive which the National will undertake, probably in conjunction with the American Warehousemen's Association and the Central Warehousemen's Club.

## Suggested Method

In carrying out the Bateman idea it is possible, if it is found that too much labor is not involved at the executive secretary's office, that each warehouseman on making a shipment will send a report to the secretary; and the receiving warehouseman would in turn make a report regarding condition and packing. The effect which such a system would have on raising packing standards and cutting down damage claims was set forth

in the report of the Bateman committee.

The committee alluded to the resolution adopted at the White Sulphur Springs convention last December authorizing the use of the National's symbol on crates and packages. But the committee questioned whether the association has yet arrived at its goal—"to make its seal a trademark guarantee of quality and reliability to the public." In other words, the committee asked, "Can we at this time afford to in effect put the Association indorsement on all packages crated by our members?" The report continued:

"Throw a group of civilians into camp and they are not soldiers until discipline produces the results we know as military training. We are in camp as a business organization and we have got to accept self-imposed discipline. Every member should desire to know the exact condition in which goods packed by him arrive at destination. If his average is below the average of others, drastic means should be taken to improve his packing operations. Unfortunately in too many cases the next shipment goes to the other warehouseman, who refrains from criticism and lulls the shipping correspondent into the belief that the job was satisfactory."

Alluding to the blank form (shown on

As part of his report Mr. Bateman submitted a form (shown on page 41) which he suggested might be used, by warehousemen receiving household goods shipments from fellow members, on which to send reports to the association's executive secretary, William H. Schaefer, Chicago, setting forth the items of damage and expressing opinions regarding the packing methods of the members who sent the shipments.

The Bateman report and its blank form, copies of the latter being distributed, started the discussion, and it will remain for the traffic committee to work out the details, in conference with Mr. Schaefer.

Whatever the exact method adopted, one result will be that in future years the association will be in a position to issue annually some enlightening figures on loss and damage claims.

page 41) the report explained:

"When the shipment arrives the delivering warehouseman fills in this form showing itemized list of damages, with brief statement of what in his belief caused the damage, calling a spade a spade if the job was poorly packed.

"Copy of this report should be mailed to the secretary, to be assorted at intervals of, say, once a month or once each quarter. Each firm's average could then be recapitulated in terms of damage per package to the total number of packages handled."

## Advertising Value

To be effective, in the committee's opinion, each member should volunteer to have his firm's standing published in the association's journal, *The Furniture Warehouseman*. For those whose percentage showed a good performance there would be splendid advertising. And the warehousemen whose results were poor would realize there was need for improvement. The report continued:

"This may be chimerical, but if it is possible to draw out individual initiative right at the source of production, namely, in the packing room, it will put the worth-while fellows on their tiptoes with a brand new injection of pride and am-



bition. You may say that it won't work unless all agree to report condition of shipments regularly and promptly. Should a member persistently neglect sending in those reports it of course would be apparent when each recap sheet was made up, and such member would be asked to co-operate. The test of your packing operations at any rate would be on a percentage basis of packages handled and those who do good work would receive valued commendation of the Association which could be converted into desired publicity.

"In days to come the Association would then have some means of developing the standard of packing to the point where its symbol on a crate would stand for a degree of quality that would alike command respect of the public, the railroads and the transit insurance underwriters. The committee does not believe this Association can teach each member how to do perfectly competent packing, but it can inspire a condition that will practically force members to bring up their standard of packing or get out of the organization."

"If this plan, which we believe is simple, is ratified by the Association, we will have it under way within two weeks. . . . This Association with over 500 members in all parts of the country should make its influence felt for a decided improvement at the earliest possible date."

### Forms

THERE were other constructive accomplishments at the convention here. They include the following:

**Uniform Methods.** The committee on uniform methods, S. C. Blackburn, A-B-C Fireproof Warehouse Co., Kansas City, chairman, submitted about a dozen different forms and recommended that these be used by all members of the National in the interest of uniformity and economy. The forms included a warehouse receipt, a storage order, a proposal form, a signature and identification card, a shipping order, a removal order, a notice of sale and a piling and packing card. The wording of some of these was objected to in convention and the Blackburn committee will do some revising and will then issue a supplementary report. This, with copies of the forms, will be distributed among the National's members at the earliest possible moment.

**Insurance.** A suggestion was advanced by L. L. Leonard, General Warehousing Co., St. Louis, that the National might form an insurance company of its own. Joseph W. Kenworthy, Miller North Broad Storage Co., Philadelphia, described the methods of the Manufacturers' Insurance Co. of Pennsylvania and believed the National might create a similar company within itself, distributing stock insurance profits and then returning surplus profits to the National's members. Mr. Kenworthy thought a committee might be appointed to inquire into the situation, and the new insurance committee to be appointed will make such an inquiry and report back at the next convention.

Grant Wayne, West End Storage Warehouse, New York, chairman of the insurance committee during the past

year, reported that the Globe & Rutgers Insurance Co. had agreed to underwrite policies on shipments of household goods in transit, insuring against fire, derailment, collision, and theft of any single package; limitation, 2,000 miles. The policies will cover goods while in storage awaiting transit.

In reporting on the question: "Can this Association arrange with any one insurance company to cover all lines of insurance for its members?" Mr. Wayne said inquiry had shown that while such insurance practice was general in Great Britain and continental Europe, it was not general in the United States, as charters to write such insurance could not be obtained in a majority of the States.

**Legal.** It was voted that the National should issue a booklet setting forth vari-

referring the plan back to the several associations.

Mr. Sweeting in his report said his committee contemplates issuing a book for distribution among non-members. He expressed opinion that national publicity was a certainty as a future work of the National and suggested that some time each member might be willing to contribute \$25 a month each for twelve months. With a minimum of 500 members contributing, a fund of \$150,000 could be raised for national publicity effort.

**Parts Stations.** A resolution was adopted addressed to the various automotive unit parts manufacturers requesting them to establish parts stations where warehousemen could obtain both current supplies and such parts as were now considered obsolete. Manufacturers are changing models, and if stations could be established where old and new parts could be obtained readily, the resolutions set forth, this would tend to stabilize prices, prevent advances running as high as 25 per cent., assure immediate deliveries, and give the maximum efficiency to which truck owners are entitled. Similar resolutions have been adopted by the Pacific Coast Furniture Warehousemen's Association and the California State Draymen's Association.

### Labor Conditions

OTHER subjects discussed included cost accounting, labor, cartage rates, estimating, base rate storage table, membership and constitutional amendments.

In his report as chairman of committee on costs and accounting, William T. Bostwick, Thomas J. Stewart Co., Jersey City, urged the National's members to take advantage of the work being accomplished by the Central Bureau Committee of the American Warehousemen's Association. Alluding to household goods standardization of basis for making rates, issued by the A. W. A. and adopted by the National, Mr. Bostwick said his committee believed it should be put into use by all household goods warehousemen.

The committee on labor, P. J. Mills, White Line Transfer & Storage Co., Des Moines, chairman, reported regarding questionnaires sent to members during the year. Returns indicated business conditions about the same, with labor supply in excess nearly everywhere. Of the warehousemen who responded, 64 per cent had reduced wages from 5 to 20 per cent. The others had not made reductions but new men were being taken on at lower wages. Employers reported they were trying to help industrial conditions by retaining men to the extent possible. Unions were not gaining footholds. The open shop was working satisfactorily wherever it had been established.

In response to a question whether employers were making profit on cartage or were depending on storage returns to cover cartage losses, the Mills report set forth that 63 per cent of the warehousemen replying were making profits or breaking even; the others were not making profits but were depending on storage. The majority believed time was more productive this year than in 1920.

Many suggestions were advanced to the Mills committee for benefiting the employees—such as better housing conditions, profit-sharing, proper attitude toward labor, "more humanity," and

NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION	
Standard Over, Short and Damage Report	
From _____ Co.	
To _____ Co.	
Shipment of household goods from you for amount of _____ has been received and the following exceptions are reported, viz:	
Package No. _____	Exceptions Noted _____
(Note: If space is not sufficient to show list of exceptions on this page use reverse side of sheet.)	
Apparent reason for damage, viz: _____	
Shipment disposed of, viz: _____	
(State here whether goods were delivered or stored)	
Warehouse Co. _____	
Dated at _____ 192__	

### Form proposed by National's traffic committee for use by members reporting damage of household goods shipments.

ous phases of the law relating to warehousing, the contents to be based in part on experiences of members. This work will be carried on by the legislative committee, of which Walter C. Reid, Lincoln Safe Deposit Co., New York, is chairman.

**Publicity.** The publicity committee, of which Walter E. Sweeting, Atlas Storage Warehouse Co., Philadelphia, is chairman, will meet with similar committees representing the American Warehousemen's Association and the Central Warehousemen's Club in a co-operative effort to advertise warehousing nationally. The convention so instructed after hearing W. I. Ford, Interstate Forwarding Co., Dallas, discuss the plans of the A. W. A. and C. W. C. public relations committees, of both of which Mr. Ford is a member. The purpose of the three committees, Mr. Ford said, would be to reduce, to a basis of working agreement, some plan of national salesmanship of the industry,

better wages. Some of the employers replying urged greater care in hiring; one suggested that "no Socialists or long haired actors" be employed.

It was brought out that the Van Owners' Association of Greater New York had organized a benevolent association among its employees. Into the fund each employer had paid \$1 for each man employed, and each employee pays 25 cents a week. The benefits to the employees are \$15 weekly during sickness, \$150 on death, and \$50 as a maternity sum. President Morris expressed opinion that this system should serve to eliminate the activities of labor agitators, and declared the employees were getting more benefits to-day than labor leaders had even promised them.

### Cartage Rates

Some interesting facts regarding labor wages were brought out during discussion of the question: "Should it be the policy of moving and storage companies to reduce the cartage charges in proportion to any cut in wages? In six Central and Far West cities both wages and rates have been reduced. In one Far West city four companies have reduced moving rates and fifteen are continuing at the old rates and there have been no wage reductions. In one Far West city the warehousemen first reduced rates and then wages. Several speakers declared warehousemen must look ahead; if the cost of living came down, wages must be reduced proportionately, followed by lower cartage charges. It was brought out that in some smaller cities transfer companies who are not warehousemen have cut rates and that it was only a question of time when warehousemen would have to do so; several speakers emphasized, however, that it was better to take one load and move it at a profit than to move ten loads and lose money.

### Estimating

During discussion of estimating it was moved that it be the sense of the meeting that National members refrain from estimating. W. T. Bostwick held this to be "dead unfair" to customers, as some customers desired to know in advance what the jobs would cost so they might decide whether to store or to sell goods outright. The motion was tabled. The discussion brought out that for six years the household goods warehousemen of St. Louis have done no estimating and were of the opinion that the plan operated satisfactorily.

The John Bekins base rate table for storage of household goods was explained by Milo Bekins, Bekins Fireproof Storage, Los Angeles, as chairman of the rate committee. The committee will work on it further and present it in full form at the next convention. Mr. Bekins explained that the committee was working with the A. W. A. and the C. W. C. in order to effect uniformity.

The membership situation was touched upon in the reports of the general secretary, Ralph J. Wood, Chicago, and the membership committee's chairman, J. H. Troyer, North Shore Fireproof Storage Co., Chicago. These reports showed 271 members at the Mackinac Island meeting, 412 at White Sulphur Springs, and 515 to-day. The goal set for the close of 1922 is 750. It was held that a joint meeting with the American Warehousemen's Association was impracticable.

Several amendments were adopted. Under one, the summer conventions

hereafter will be held between June 20 and June 30, instead of in July, owing to the possibility of getting better hotel accommodations. Under another, the nominating committee hereafter will consist of one member from each of the four geographical divisions and one member at large, these to be selected from

### THE ELECTION

**OFFICERS** and directors were elected by the National Furniture Warehousemen's Association, at its Lake of Bays convention, as follows:

President, Charles S. Morris,\* Metropolitan Fireproof Storage Warehouse Co., New York.

First Vice-President, Grant Wayne,\* West End Storage Warehouse, New York.

Second Vice-President, F. L. Bateman,\* Chicago, Trans-Continental Freight Co.

Third Vice-President, F. E. Scobey,\* Scobey Fireproof Storage Co., San Antonio.

Fourth Vice-President, E. B. Gould, Pioneer Truck Co., San Diego.

Secretary, Ralph J. Wood,\* Lincoln Warehouse & Van Co., Chicago.

Treasurer, James F. Keenan, Haugh & Keenan Storage & Transfer Co., Pittsburgh.

*The four vice-presidents are regional directors respectively of the eastern, central, southern and western divisions. William H. Schaefer, Chicago, is executive secretary.*

**Directors (each three years):**

Walter E. Sweeting, Atlas Storage Warehouse Co., Philadelphia.

J. H. Troyer,\* North Shore Fireproof Storage Co., Chicago.

William L. Smith, Fireproof Storage Co., Cincinnati.

R. V. Weicker, Weicker Transfer & Storage Co., Denver.

\*Re-elected.

three men suggested for each of the four divisions. The nominating committee chosen at this convention comprises: eastern, T. L. Morton, Model Storage Warehouse Co., Newark; southern, William I. Ford, Inter-State Forwarding Co., Dallas; central, T. Y. Leonard, Leonard Warehouses, Inc., Detroit; western, Daniel Bekins, Bekins Moving & Storage Co., Seattle; at large, W. E. Brock, Los Angeles Warehouse Co., Los Angeles. Mr. Brock received the highest number of votes, 107. The convention defeated a suggested amendment that Canadian members be placed in the associate instead of the active class; several Canadian companies had previously suggested the change, but the sentiment of the Canadians present was that they be continued as active members.

President Morris in his report said he did not believe the business slump should cause any tendency to cut prices; only a fair margin of profit was desired,

he declared, and the public was willing to pay for good service and warehousemen should not be expected to receive returns which were not compensatory. Mr. Morris renewed his offers of co-operation with other warehousing associations.

Ira G. Hoagland, secretary of the National Automatic Sprinkler Association, addressed the convention on "Automatic Sprinkler Protection Against Fire in Household Furniture Storage Houses." In effect Mr. Hoagland's paper was a reply to a report circulated several months ago by a Chicago warehouse company, the report tending to discourage installations of sprinkler systems among household goods warehousemen. Mr. Hoagland in his address sought to refute the arguments quoted in the Chicago company's report as having come from various warehousemen.

### Banquet and Sports

The convention was concluded with a banquet, speakers including W. W. Morse, president of the American Warehousemen's Association, and F. D. Van Amburgh, Trans-Continental Freight Co.

Advertising exhibits were one feature of the meeting. First prize went to the Trans-Continental Freight Co., whose exhibit included copies of DISTRIBUTION & WAREHOUSING opened to the company's full page advertisements. Second prize went to the Jackson Van & Storage Co., Chicago, and third to the Bay State Storage & Warehouse Co., Springfield, Mass.

Baseball, golf and amateur theatricals provided entertainment. A nine representing the West and captained by James L. McAuliff defeated players representing the East, led by Barrett Gilbert, 5 to 3. A. W. Drechsler, Oak Park, Ill., won the Milo W. Bekins golf cup and will retain possession for one year; second, third, fourth and fifth prizes went to A. A. Leonard, Detroit; E. A. Eulass, Chicago; E. A. Murdoch, Pittsburgh, and J. R. Ridley, Detroit. Both the New York and Chicago delegates put on "shows."

### Howard Company "Of Age"

OAKLAND, CAL., July 15—The Howard Terminal Co. is celebrating its twenty-first birthday this month, for it was twenty-one years ago that John L. Howard purchased the properties at the foot of Market Street on Oakland's inner harbor, and started the development of what has become perhaps the most valuable and highly developed terminal for the handling of rail and water freight on the eastern shore of San Francisco Bay. The company recently constructed additional warehouses, and has obtained additional docking space.

### Big Truck Sale

SAN FRANCISCO, July 15—The largest sale of motor trucks ever made on the Pacific Coast has just been closed by the White Company, in furnishing forty-six trucks to the American Railway Express for immediate delivery in Los Angeles, San Francisco and Seattle territories. Approximately \$150,000 is involved in the deal.



## TO PROTECT CUSTOMERS IN FURNITURE SHIPPING

### A. W. A. and N. F. W. A. Act in Matter of Unoccupied Space in Household Goods Carloads

WASHINGTON, July 1.—The special committee appointed on behalf of the American Warehousemen's Association to consider uniform plans for the consolidation of customers' shipments of household goods in carloads, has completed its report. C. A. Aspinwall, Security Storage Co., Washington, is chairman, the other members being F. L. Bateman, Chicago; S. C. Blackburn, Kansas City, and C. J. Neal, Cleveland. The report follows:

"1. When a warehouseman charters a freight car on instructions from one customer for loading therein the goods of that customer, no other goods should be shipped in that car without the consent of the customer.

"2. If the consent of the customer is assumed by the warehouseman because of inability to get in touch with the customer in time, the warehouseman should notify the customer of his action in shipping other goods in the customer's car.

"3. When other goods are shipped in a car chartered for one customer, the assessment of freight should be made on the following basis:

"Rate to be charged on goods placed in chartered car not to exceed the railroad L. C. L. rate.

#### "Fifty-Fifty" Split

"One-half the rate charged on additional shipments inclosed in car to be credited to customer ordering a car, and one-half to the warehouseman.

"4. In no case should space in a customer's car be appropriated for other shipments without rendering an accounting to the charterer of the car. It is as indefensible to thus appropriate car space as it would be to appropriate unused space in a customer's storage room and place therein goods of another customer."

LAKE OF BAYS, ONT., July 11.—One of the questions discussed at the summer convention of the National Furniture Warehousemen's Association was:

"Has a warehouseman any justification in appropriating space in a customer's car for the shipment of L. C. L. shipments to the same point without customer's consent?"

The sentiment of the convention was that the correct answer to this question is "No." It was felt, however, that there should be uniformity of procedure, in the interest of economy, and that it was proper to use unoccupied space if the customer gave his consent. Suggestions were advanced that the net profits should be split "fifty-fifty" between customer and warehouseman, but several members objected to the association going on record as favoring any definite percentage division.

On motion by W. I. Ford, Dallas, a committee was appointed by Charles R. Morris, president, to study the problem.

Mr. Morris appointed Mr. Ford, C. A. Aspinwall, Washington, D. C., and Milo Bekins, Los Angeles.

### Central Bureau Cold Storage Report to Be Published Soon

NEW YORK, July 1.—The Central Bureau report of the Cold Storage Sub-Division of the American Warehousemen's Association has been completed and will be published about Sept. 15. This report, discussed at a meeting of the cold storage committee here, comprises a standardization of basis for determining rates in this branch of the industry. While following closely along the lines of the report of the merchandise document, the cold storage report is said to be more comprehensive than either the merchandise or household goods reports. Because of no dependable data being available, the cold storage committee was compelled to conduct an enormous amount of research work. W. B. Mason, Providence, R. I., is chairman of the committee.

## PORT OF NEW YORK TO DEVELOP WAREHOUSING

(Concluded from page 22)

which the warehouses serve, the details are faulty and the warehouses are too remote from the waterfront, which results in excessive trucking, lighterage and handling costs and in great congestion."

The Port of New York Authority divides warehouses into eight "principal classes," which are "distinguished by their principal use for or by":

1. Ship's Cargo. 2. Railroads. 3. Drayman. 4. Manufacturers. 5. Middlemen. 6. Retailers. 7. Market purposes. 8. Storage of household goods.

The household goods warehouses are not, however, included in the list of 688 public plants.

Moving pictures of storing and handling goods in warehouses abroad have been made available for use by the Port of New York Authority and may be shown at the December convention of the American Warehousemen's Association.

Identified with the Port of New York Authority are Alfred E. Smith, former Governor of New York; George W. Goethals, consulting engineer, of Panama Canal fame; B. F. Cresson, Jr., chief engineer, one of the most widely known men of his profession, and Lewis H. Pounds, former Borough President of Brooklyn. Eugenius H. Outerbridge is chairman. Eric H. Palmer is director of information.

#### J. M. Walker Honored

MEMPHIS, TENN., July 16.—J. M. Walker, president and general manager of the O. K. Storage & Transfer Co., has been elected president of the Memphis Chamber of Commerce.

Mr. Walker recently returned from a trip to the Pacific Coast and intermediate points and will incorporate in his business many of the ideas he picked up at western storage plants.

## ELEVEN NEW MEMBERS ELECTED INTO A. W. A.

Pittsburgh, July 18.—Election of eleven new members into the American Warehousemen's Association is announced here by Charles L. Criss, general secretary, as follows:

Battery Warehouse Corp., New York City. Affiliating with merchandise sub-division. Louis Eskwith is president and Benjamin Eskwith is secretary and treasurer.

Big "4" Transfer & Storage Co., Edmonton, Alberta. Affiliating with household goods sub-division. Company is owned by I. Potter, and A. E. Potter is manager.

James E. Cashman, Burlington, Vt. Affiliating with merchandise and household goods sub-divisions. James E. Cashman is sole owner. Charles A. Brown is secretary.

Columbia Terminals Co., St. Louis. Affiliating with merchandise sub-division. Officers include L. W. Childress, president, and J. Englaender, secretary and treasurer.

Glasgow Storage & Cartage Co., Hamilton, Ont. Affiliating with merchandise and household goods sub-divisions. Company is partnership of John M. Hannab and Arthur I. Land.

Great Northern Warehouses, Inc., Syracuse, N. Y. Affiliating with merchandise sub-division. Officers include G. W. Thompson, president, and C. B. Bleyler, secretary.

Jacksonville Warehouse & Distributing Co., Jacksonville, Fla. Affiliating with merchandise sub-division. Officers are E. F. King, president and general manager; Alexander Craighead, secretary and treasurer.

Mackenzie & Winslow, Inc., Fall River, Mass. Affiliating with merchandise sub-division. Judson C. Mackenzie is president and Thomas Walker is treasurer.

Sheldon Transfer & Storage Co., Holyoke, Mass. Affiliating with merchandise sub-division.

Union Transfer Co., Fargo, N. D. Affiliating with merchandise sub-division. Officers include M. N. Hatcher, president; B. L. Bertel, secretary-treasurer.

Vancouver Warehouses, Ltd., Vancouver, B. C. Affiliating with merchandise sub-division. Frank D. Gross is president and W. Dalton is manager and secretary.

#### C. & A. Warehouse Opens

CHICAGO, July 18.—The recently-organized C. & A. Terminal Warehouse Co. opened its plant to-day for business. The warehouse is located at 350 West Harrison Street, in the new Chicago & Alton freight depot. The building contains modern conveniences and has 80,000 sq. ft. of space. It is concrete and fireproof.

The officers of the company are G. M. McConnell, president; D. M. Macomber, vice-president and manager; W. A. Munson, secretary, and A. Peterson, treasurer, all of whom have been connected with the Railway Terminal & Warehouse Co. and the West Side Warehouse Co.



## WHAT'S WHAT IN NEW BUILDINGS

(Concluded from page 39)

All modern improvements, such as private storage rooms, trunk room, rug room, passenger and freight elevators, loading room, packing room, vault, heated piano room, etc., have been provided, and it is the intention to furnish the office with special rugs, or floor coverings, and furniture appropriate to the architectural design which has been carried out, thus creating a most complete and artistic ensemble—in fact, "the last word" in modern warehouse construction.

### Store Delivery Not Disturbing Kansas City Warehousemen

KANSAS CITY, July 1—Discussion of "store door delivery" has not aroused much interest in Kansas City. There is comparatively little storage in merchandise warehouse of the merchandise lacking carload classification that seems chiefly to be benefitted by the proposal that railroads assume transfer of merchandise transported by them over rails.

There is a branch in Kansas City of the New York concern, the Universal Carloading and Distributing Co., which now assumes the service sought to be put upon the railroads. Many cars of merchandise of kinds which have carload classification, arrive from various eastern points in Kansas City daily, the shipment being handled from point of origin to store door of consignee by this company. The consignor delivers the merchandise to the Universal Company's New York or Chicago or other warehouse, where the company loads it, the cars being delivered to the Universal's warehouses at Kansas City, whence the goods are distributed by truck.

The Universal company provides this service at rates about equal to the less than carload rates, making no explicit charge for delivery at destination. The delivery charge is absorbed in the differential between the l.c.l. rate charged the customer and the carload rate which the company pays to the railroad.

### Inspect St. Louis Plants

ST. LOUIS, July 2—Representatives of the National Furniture Warehousemen's Association were in St. Louis today on an inspection trip through the city's household goods warehouses. The Mutual Movers Association and the East St. Louis (Ill.) Movers Association joined with the St. Louis Movers Association in conducting the visitors through the plants.

The delegation, all from Chicago, included F. L. Bateman, second vice-president of the National and president of the Trans-Continental Freight Co.; Ralph J. Wood and William H. Schaefer, respectively general secretary and executive secretary; A. H. Hollander, Holland-

er Fireproof Warehouses; Martin H. Kennelly, Ft. Dearborn Fireproof Storage Co.; and A. W. Reebie, W. C. Reebie & Bros. The local committee was headed by R. L. Orcutt, president of the General Warehousing Co.

After the inspection trip the visitors were guests at a dinner and at a performance of the Municipal Opera.

### St. Paul Blaze

ST. PAUL, July 10—Two small fires occurred to-day on the Fidelity Storage & Transfer Co.'s property at 312 Cedar Street. According to department officials, they were caused by spontaneous combustion resulting from the excessively hot weather. No property loss resulted.

## CINCINNATI COMPANY MOVES AN ENTIRE HOUSEHOLD IN ONE LOAD

CINCINNATI, July 18—Gone are the good old, bad old, days when the horse-drawn moving wagon kept impatient housewives fretting, lest the household goods and goods in transit be drenched beyond repair, while the steeds rested on the steep, slippery, rain-sodden hills.

And passing, perhaps, are the days when the small motorized moving van makes its numberless trips back and forth, bringing the household furnishings from the old home to the new.



Moviedom—not motion picture moviedom, but that concerned with the moving of households—has decreed that an entire home should be vacated into one truck; or, at most, two trucks, drawn up at the householder's curb at one and the same time; that they should travel in caravan to the same point at substantially the same time; that wares shall be put into places there at once.

## FIRE DESTROYS CROOKS WAREHOUSE IN CHICAGO

CHICAGO, July 29—(By Telegraph)—The Crooks Terminal Warehouse Co. suffered a half-million loss by fire last night.

A warehouse with 40,000 square feet was destroyed, together with contents—wool, canned goods, sugar, phonographs and sisal.

The sprinkler system saved the company's adjoining structures.

## REDUCING COSTS AT THE PORT OF NORFOLK

(Concluded from page 37)

gantry cranes with a lifting capacity of 10 tons each, and with cargo masts on the outside of the pier shed. Electric trucks and trailers are used for conveying all freight from the warehouses back of the piers.

In addition to three depressed tracks in the center of the pier shed, giving floor level tracking, there are two tracks on the pier apron, permitting of handling freight direct from cars over the side of ships. The pier is one of the best equipped and most conveniently arranged in this country.

To this end the Fireproof Storage Co. of Cincinnati has had built for it, on Packard trucks, moving vans which will take rank with the largest in the world. The housed-about area of these cars measures 6 by 7 by 19 feet. Each truck is arranged to carry a maximum of 3½ tons, maintaining a speed of 12 miles an hour. Gasoline is used for fuel, and, with maximum loads, 4½ miles are obtained from the gallon.

Four men constitute the full crew of a truck when moving is in progress. These men are paid at the rate of \$3 an hour for the first two men, the minimum crew; and then \$1 an hour for each additional man employed. This cost represents labor only. In addition a charge of \$1 a mile is made for the truck for every mile moved.

Trucks and trained crews expedite things greatly, very obviously, and as a result houses of ten-room size are emptied often in an hour and a half, and filled, in due course, in the same time.

### California Commission Establishes Automobile Department

SACRAMENTO, July 1—The California State Railroad Commission announces the establishment of an automobile department, due to the great growth of freight and passenger transportation by automotive vehicles in this State. The department will be under the direction of Charles A. Bock, with headquarters in the offices of the Commission, and will be responsible for all detail work connected with the automobile stage and truck industries in California; will care for all informal as well as official correspondence, complaints and suggestions; will maintain up-to-date time-tables and schedules of all automotive services in the State; will handle applications which can be disposed of by ex-parte orders; handle and assign public hearings; answer all verbal inquiries; and in general assume responsibility to the Commission for all work in connection with the operation of motor stages and trucks throughout the State.

## ILLINOIS WAREHOUSEMEN PREPARE FOR LICENSING

### Rate Committee Recommends Filing a Few Lower Tariffs on Handling Charges

CHICAGO, July 12—The license situation and handling rates were the principal topics of discussion at the July meeting of the Illinois Association of Warehousemen, held to-night at the University Club here.

The Illinois Legislature recently enacted a licensing and bonding bill. This has not yet been signed by the Governor, but the expectation is that the law will go into operation within thirty days. Under it, no individual or firm would be permitted to engage in warehousing without first taking out a license from the State and also furnishing a surety bond to the State. The details of the bill are not familiar to the members of the Illinois association and the Legislative committee to-night was instructed to make a report and recommend action at the next meeting. It was suggested that, should the law go into effect, the members deal exclusively with one surety bonding company and thus receive a lower rate through this quantity business.

The rate committee reported it was watching closely the results shown by the cost accounting committee, with a view to revising rates, particularly handling charges, downward whenever the cost studies may indicate that such revision is warranted. Thus far the cost finding inquiry has shown in only a few instances that handling tariffs can be lowered. To cover such instances, Sidney A. Smith, chairman of the rate committee, recommended that the members file revised rates with the State Public Utilities Commission.

On behalf of the Central Warehousemen's Club, of which Mr. Smith is president, a letter was read thanking the Illinois warehousemen for the entertaining accorded the C.W.C. delegates at the recent convention in Chicago.

### Warehousing Quiet in Columbus

COLUMBUS, O., July 21—The transfer and storage business in Columbus during the past month has been rather quiet in many respects. In addition to the usual mid-summer dullness there is quite a falling off in general industrial conditions, which is reflected in the volume of business by transfer and storage concerns.

One of the best features of the storage industry during the month is the large amount of sugar which has been going into storage. There was quite a flurry in that commodity and many of the warehouses are pretty well filled. Canned goods have not started to come in yet and it seems doubtful whether there will be a large volume of that sort of business, as the fruit crop is rather short. Drugs and medicines are fairly active, with a considerable amount in storage. Cereals are also coming in fairly well for the time of the year.

Some coffee is in storage. Agricultural implements business is now light, as a large part of the stocks have been distributed; some fall lines of implements are coming in, however.

Transfer business has shown a slight increase in many directions. This is noted especially in automobile tires, household goods and general merchandise.

Long distance transporting service is not quite as active as formerly. There is a considerable amount of household goods now going into storage, attributed to the let-up in industrial affairs.

### Uniform Motor Vehicle Law Proposed

OAKLAND, CAL., July 16—Final adoption of a uniform motor vehicle law, which would be taken before every State Legislature and every law-making body in Canada as well, will be the main object of business when the International Association of Traffic Officers meets in annual convention in Oakland in October. Preparatory drafts of this uniform law were made at the last convention in Cleveland, and the executive committee of the association is expected to complete the details and finally adopt the measure at the 1921 meeting here. Approximately 2,000 delegates are expected at this year's convention, including not only traffic officers, but experts on traffic and on vehicular travel from all parts of the United States and Canada.

## WAREHOUSEMEN WILL VISIT ASIA

A FOUR months' visit to Japan, Korea, Manchuria, North China, South China and the Philippines will be made this fall by F. L. Bateman of Chicago, president of the Trans-Continental Freight Co.; T. Y. Leonard, president of the Leonard Warehouses, Inc., Detroit, and P. J. Mills, president, White Line Transfer & Storage Co., Des Moines, Ia. Accompanied by their wives, the warehousemen will sail from Vancouver, B. C., on the steamship Empress of Russia on Sept. 15.

While the journey will be one for pleasure, warehousing conditions will be studied, and *Distribution & Warehousing* has been promised a series of letters by Mr. Bateman covering this phase of the trip.

### Cost Accounting

The cost finding primer lessons of the American Warehousemen's Association, written by Chester B. Carruth of Boston and H. I. Jacobson of New York, and published in the December, 1920, and March, 1921, issues of *Distribution & Warehousing*, are listed in the July 1 issue of the *Bulletin Service* of the National Association of Cost Accountants, 130 West 42nd Street, New York.

## HAULAGE DISCUSSED AT NORTHWEST CONVENTION

PORTLAND, ORE., July 1—Transportation was a principal theme of discussion at the semi-annual convention of the Northwest Transfer & Warehousemen's Association held here in June. Addresses were made by C. R. Collins, general manager of the National Association of Commercial Haulers, and P. L. Bingay, executive secretary of the northwest association.

Mr. Collins emphasized that national and State regulation of motor truck hauling was rapidly taking place and that unless the industry undertook to regulate itself and raise its own standard, unnecessary burdens were certain to be placed upon haulers by politicians and others without knowledge of the business.

Mr. Bingay spoke of commercial hauling from experience derived in building the Truck Owners Association of Seattle, one of the largest organizations of its kind in the country. He explained that the founders conceived at the start that the only qualification for membership was possession of a commercial truck. He continued:

"Unfortunately, Seattle, like every other city in the United States since the advent of the motor truck, has been flooded with excess equipment. Glowing accounts have been made by truck salesmen of the wonderful possibilities of a man owning and operating his truck in this business, and after five years of experience of this kind and building an association of this sort, a great deal of valuable work has been done to raise the standard and to inculcate in the minds of our members the fact that they had a responsibility to the public which must be discharged in order that they might obtain the full benefits of their efforts.

"Unfortunately, the vicious practice of allowing a man, with a small payment down, to obtain possession of a truck and embark in this business, has had the tendency to bring about a complete demoralization of the whole industry, and to-day the conception of an organization and eligibility to membership in such an organization should not be based on mere possession of a motor truck but rather on financial and moral responsibility. With the latter conception smaller organizations would be built, but finally greater benefits would accrue in a membership of the latter character rather than one built on mere numbers."

The northwest association comprises a group of different associations within Oregon, Washington and British Columbia. The next semi-annual convention will be held in Seattle in October.

### Mr. Erickson Honored

CHICAGO, July 1—At a meeting of the board of directors of the Midland Warehouse & Transfer Co. to-day, Elmer Erickson was elected vice-president of the company. Mr. Erickson has been general manager for the past two years and will continue to retain that title.



## HAULERS TO CONSIDER PLAN FOR MERGING WITH FURNITURE MEN

Commercial Truck Owners May Seek Consolidation with National Household Goods Body

MILWAUKEE, July 2—Warehousemen took an important part in the deliberations of the first annual convention of the National Association of Commercial Haulers, Inc., here yesterday and to-day. This is a very young organization, and as young-association "grievances" came up—such as the part the truck manufacturer, or the truck salesman, or the commercial hauler is playing in some of the troublesome things of the business—the warehousemen jumped in and called "time"; and talked policies.

When the complimentary banquet, give by Wisconsin interests in honor of the visitors, took place last night, Oscar W. Kreutzer, secretary of the United Fire Proof Warehouse Co., Milwaukee, as toastmaster, deftly formulated what may be called the "ten commandments" of the commercial hauler, sufficient at least to guide the destinies of the association into more mature years. They are, briefly, about as follows:

1—Don't overload; don't speed. In other words, let's look at ourselves first and clean our own house with respect to the public, the truck manufacturer and the truck salesman.

2—Why cut the price merely to not let the other fellow get the job? It is distinctly harmful to a young and growing business to do this, and even an "old-timer" can't stand it.

3—Protect the public. Other great businesses, such as insurance, railroads, etc., must and do do it. The commercial hauler and the warehouseman have got to be in line, being in a great necessary business.

4—Study each other's business. Study all related enterprises. Study with an eye and an ear toward self-improvement.

5—Keep costs. Know your costs. Make the truck manufacturer help you; also the accessory man.

6—Give the truck maker and seller a chance to demonstrate to you just what kind or type of truck you really should have. He responds so readily to open, square treatment and consideration.

7—Educate your legislator. The poor fellow may have 2000 bills before him to vote on at any session of a legislature, and heaven knows he needs and wants help.

8—Take your place in community and civic affairs. Don't holler about unfair restrictions and legislation until you have done this.

9—Help put the commercial hauling and the warehousing business on a class-conscious plane; otherwise, don't talk about the railroads and the steamship lines monopolizing transportation and hindering development.

10—Get together; while a full membership of the truck maker and the seller with the commercial hauler and the warehouseman may not be feasible, they can function to tremendous advantage with associate membership.

It was revealed at the convention that

the warehouseman operating motor trucks was much responsible for saving, in Wisconsin, from highly unfavorable legislation; and thereby hangs a tale. The identity of the warehousing concern figuring in this story is not made public. However, when the legislators opened their guns, especially with regard to restrictions in the use of paved and surfaced roads, an up-State solon arose and said he had seen a moving van truck "cut the dickens" out of a perfectly good road right in front of his farm—had seen it with his own eyes. The thing was traced down. A Milwaukee storage and warehouse company was located as the alleged offender. It replied with a survey report showing how loads, tire-widths, etc., had been carefully studied and its equipment adjusted accordingly. It proved there was a "misunderstanding," being a polite concern. The legislator "renigged." It was simply one of those mushroom stories that sometimes creep over the countryside. The truck was loaded with a few mattresses, bed springs and other bulky but comparatively light goods. True, the truck was a "whale" in size. By the time the story got to Madison and the Capitol the load was about 20 tons, the truck as big as a freight train, etc.

The incident served to further a feeling that only organization on a national scale, supplemented by strong local and State associations, can meet the test which the commercial hauler must—absolutely must—meet these next years in the legislatures.

The substance of the convention addresses comprised the "ten commandments" already outlined. Prominent in the discussions were C. R. Collins, general manager of the association; Tom Snyder, Indianapolis, chairman of the uniform methods committee; I. T. Byrum, New York, representing the trailer manufacturers; Homer Hilton, Detroit, of the motor truck sales managers' association; F. J. Alvin and "Billie" Reese, representing manufacturers; and John H. Schlitz, Milwaukee, vice-president. Phil A. Grau, executive director of the Milwaukee Association of Commerce, at the banquet branded the commercial hauler who either doesn't get into the spirit of the needs of the business, or merely pays his dues to the association as a "triple-plated piker."

Regret was expressed that Fred Crone and E. A. Quigley, president and secretary respectively of the Canadian Storage and Transfermen's Association, could not be present.

Resolutions adopted favored uniform federal hauling, truck and highway legislation; main arterial highways between commercially important points, with feeders; and in addition covered the "ten commandments" formulated by Mr. Kreutzer. Endeavors to legislate

regarding motor truck manufacturers and sellers did not reach fruition, so far as some of the grievances of individual members were concerned. The motor truck guests were admitted into all the sessions, except the final meeting.

At a meeting of the executive committee of the association a committee was appointed to investigate the advisability of consolidation with the National Team and Truck Owners' Association and the National Furniture Warehousemen's Association.

Cincinnati will have the haulers' 1922 convention. Officers were re-elected.

Warehousemen present included Thomas Snyder, secretary of the Indianapolis Transfer and Warehouse Association; Ben S. Hurwitz, manager Westheimer Transfer Co., Houston, Texas; C. C. Williams, secretary Scobey Fireproof Storage Co., San Antonio; Thomas J. Skellet, president and manager, Skellet Co., Minneapolis; D. C. McLean, McLean's Moving & Storage, Inc., Tacoma, Wash.; Milo W. Bekins, general manager Bekins Fireproof Storage, Los Angeles; Daniel Bekins, president Bekins Moving & Storage Co., Seattle; B. J. Bartlett, president and manager Bartlett Transfer & Storage Co., Huntington, Ind.; W. J. E. Schaus, president and manager, and Oscar W. Kreutzer, secretary United Fire Proof Warehouse Co., Milwaukee; and G. R. Stevens, Bell Express, Storage & Cartage Co., Milwaukee.

INDIANAPOLIS, July 17—"With a membership of about 45,000 truck owners the National Association of Commercial Haulers can and will exert a powerful influence in the national life of this country," said Tom Snyder, Indianapolis, secretary of the Indiana Transfer and Warehousemen's Association and of the Indianapolis Transfer Association, in commenting on the fact that national headquarters of the haulers' organization will be located in Indianapolis in accordance with action by the national convention in Milwaukee. The Indianapolis headquarters will be established in about two weeks.

### Warehousemen Approve Proposed Highway

SAN FRANCISCO, July 18—Automotive industries of northern California—distributors, dealers, truckmen, distributors and warehousemen—are pulling together in aid of the plan of the counties on the "peninsula" on which San Francisco is located, to obtain a heavy-duty highway all along the "neck of the bottle," from Palo Alto into San Francisco, through San Bruno. This road, plans for which have been definitely drawn and surveys made by James M. Owens, an engineer of San Francisco, would parallel the Southern Pacific Railroad coming up the peninsula, and would pass through the business section of approximately twenty-five towns and cities.



## TRUCK LICENSE LAW IS DISTURBING INDIANAPOLIS

Transport Interests, Including Warehousemen, Object to Fees for Highway Maintenance

INDIANAPOLIS, July 6—Wholesale arrests of motor truck operators of Indianapolis is threatened as the result of action determined upon to-day in a conference of motor transport interests, including warehousemen. It was decided to continue a Court battle against the State truck license law. This determination was communicated to Judge Collins, criminal division, municipal court, where a series of eighteen prosecutions has been under way against William S. Frye of the Indianapolis Transfer and Warehousemen's Association. These are test cases being defended by the association, which has protested the old and the new license laws. It is estimated that not more than ten per cent of the motor trucks operated in Indianapolis during the past three years have paid license fees or carried license plates.

Those who attended to-day's conference include William G. Kiers and Daniel Moran, Indianapolis Transfer Association; William S. Frye, Indianapolis Transfer & Warehousemen's Association, and W. A. Strohn, Commercial Warehouse Association.

The truck operators were aroused to protest against the license law adopted in the 1919 Legislature and many have consistently refused to take out licenses. City ordinances were defeated and others that were passed were fought and overruled in Court action. The basis of contention has been that the State license laws levy a tax on the motor trucks for maintenance of State highways and that the truck operators concerned in this litigation do not use the highways. City ordinances were resisted on the ground that they were not uniform and equitable.

In the 1921 Legislature a new license law increased the license fees provided by the former law, which was repealed. The cases already on file against Mr. Frye were based on the old statute. It is anticipated that these cases will be dismissed.

The commercial haulers have been advised by counsel that, if they elected to continue the litigation, in face of an offer of compromise by which the statutes would not be attacked, the State and county and city authorities would proceed with general and wholesale arrests and prosecutions of the truck owners and operators.

The new law, which was effective June 3, requiring a certificate of title for every vehicle operated in the State has been driving the motor truck operators from cover. The certificate of title cannot be issued, according to the law, except for cars registered and licensed, thus automatically bringing the truck operators to compliance with the license law.

To combat the license law the commercial haulers must also combat the certificate of title law. In the conference to-

day, the various interests represented, including the warehousemen, pledged financial support for continuation of the litigation.

The entire situation will be placed before the trade associations for discussion and review. Officials of the State and city associations express the unofficial opinion that the proper action is for the truck operators to comply with the law, pay the license fees and prepare for concerted action against the Legislature to enact proper statutes.

### Chemical Exhibit of Interest to Warehousemen

NEW YORK, July 21—There will be points of interest to the warehouse industry at the seventh National Exposition of Chemical Industries, to be held at the Eighth Coast Artillery Armory here during the week of Sept 12.

Economy and efficiency in storing and handling will be illustrated in a two-reel motion picture, "Saving Wasted Millions." This will cover "the handling of materials, portable elevators and racks, standard equipment and its adaptability to various conditions, piling of heavy containers and materials beyond the reach of men, attaching overhead motors, installing line-shafting and repair work, the saving of space in storing parts, cutting down loading time and man power, loading cars to capacity, added storage space, reduction of labor in storing, accessibility of stored material and cleanliness and order—sheer muscle power versus practical scientific engineering."

There will be an exhibit of storage economy covering the handling of new-spring, piling flat cases, pulp or cotton, stoves or hardware, storing boxes, bales, crates and other forms of packages, loading cars. Another exhibit will cover containers, and how best to ship safest, cleanest and in the most inexpensive ways. For the cold storage branch there will be an exhibit of refrigerating apparatus and covering cold storage methods.

### Movement to Repeal Ohio Law

COLUMBUS, O., July 20—A movement has been started to repeal the recent law enacted by the Ohio Legislature limiting trucks and their loads to ten tons. The law becomes effective in August and reduces from fourteen tons the maximum load that can be hauled on the streets and highways of Ohio.

Truck owners and contractors generally are up in arms against the measure, which is claimed to be unreasonable. State Senator J. F. Burke of Elyria is heading the movement for repeal. Senator George H. Bender of Cleveland is another solon who is favorable to the repeal and the restoration of the 14-ton limit. Various trade associations are backing the movement. It is declared thousands of dollars worth of trucks will be rendered useless with the enforcement of the new law. It is also claimed that it will seriously handicap the motor transportation of Ohio.

## PORT STORAGE INQUIRY DEFERRED UNTIL FALL

WASHINGTON, July 1.—The Interstate Commerce Commission's hearing on charges for wharfage, handling, storage, etc., at South Atlantic and Gulf ports, to be held at the suggestion of the War Department, will not begin until some time in the early fall, it is announced here by George B. McGinty, secretary.

It is explained that the Commission has been impressed with the propriety of requests from a number of interested parties that the hearings be not held at this time because preparation of data bearing upon the questions under consideration will consume considerable time.

The Commission's inquiry will include consideration of switching charges to and from the water terminals, and of free time allowances on ocean traffic while in cars or in storage warehouses while at the ports.

### Death of Mrs. E. C. Langan

ST. LOUIS, July 14—Mrs. Estelle C. Langan, of St. Louis, widow of the late Oliver Langan, who was a well known storage man, died recently in Kansas City at the home of her daughter, whom she was visiting. She was 76 years old. The body was brought to St. Louis.

### Score: N. Y. 21; N. J. 12; Penn. 0

ATLANTIC CITY, N. J., July 1—A triple-jointed outing of household goods storage executives took place here last Friday, Saturday and Sunday—the summer play affair of the New Jersey, New York and Pennsylvania Furniture Warehousemen's Associations. About 100 members of the three organizations attended.

One feature of the occasion was the score in the baseball scrap between the diamond artists of the New Jersey association and those of the New York body. The Gothamites, called the "Granites," licked the Jersey "Bossies" by 21 to 12. The joust lasted seven innings and Umpires Carbrey and Milbauer were called upon to make some big league decisions, notwithstanding the hugeness of the score.

The Jerseyites took their defeat lightly for two reasons: 1. It was New York's first triumph in four years. 2. Whisperings were that the "Granites" had a ringer battery, although proof as to that is lacking.

After the "game" there was a banquet and the rewards of victory were bestowed—a cabbage and a lemon from Capt. Bostwick of the Jersey team to Capt. Wayne of the Gothamites. Addresses at the banquet were made by Mayor Bader of Atlantic City and Charles S. Morris, president of the National Furniture Warehousemen's Association.

The New Jersey players will seek revenge in 1922. The Pennsylvanians did not participate in the baseball playing here, all their star players having been grabbed off by Connie Mack, it was reported.

## HOOVER MAY ADDRESS NEXT A. W. A. MEETING

President Harding Declines to Postpone Congressional Session in Order to Be Present

ST. PAUL, July 1.—Herbert Hoover, Secretary of Commerce, may be the principal speaker at the December convention of the American Warehousemen's Association. This was disclosed by W. W. Morse, president of the A. W. A., at the June meeting of the Minnesota Warehousemen's Association, held here. Responding to the presentation of an ebony gavel, silver mounted, in recognition of his ten years in service as president of the Minnesota organization, Mr. Morse said:

"It will be my great pleasure to use this gavel at the annual meeting of the American Warehousemen's Association next December, when we expect to have Secretary of Commerce Hoover with us."

At the meeting to-night, H. L. Halverson, Boyd Transfer & Storage Co., Minneapolis, resigned as treasurer and was elected a director. George A. Rhame, secretary, was elected treasurer. It was voted to join with the Central Warehousemen's Club in sending Mr. Rhame to the summer convention of the National Furniture Warehousemen's Association at Lake of Bays, Ont., Mr. Rhame to return a report for the benefit of the household goods members of the Minnesota association.

Mr. Morse reviewed the annual conference of the Canadian Storage & Transfermen's Association, which he attended, at Calgary, in June.

An invitation to President Harding to address the banquet of the American Warehousemen's Association in December was recently extended from Mr. Morse to the President by L. T. Crutcher, Kansas City, chairman of the association's public relations committee; F. E. Scobey, San Antonio, long a personal friend of the President; and Clarence A. Aspinwall, Washington, D. C. This delegation of three called upon Mr. Harding personally at the White House. In declining the invitation the President later wrote in part to Mr. Morse:

"I very greatly appreciate the honor you do me in inviting me to be present at the annual banquet of your association. I very much appreciate the honor which this invitation conveys. I not only would greatly delight to come, but I know the heartening spirit which animates your membership and I am sure that this will be a dinner party which anyone would rejoice to attend. The simple truth is that official duties will not allow me to commit myself to an engagement at that time. It is not convenient for the Executive to be absent at that particular period and I find myself obliged to write my regrets. I need not tell you that I wish you a very successful meeting."

When Mr. Harding explained to the warehouse delegation that Congress would be in session at the time when the A. W. A. convention will be held, it was suggested to him that the legislative ac-

tivities might be deferred until after the convention. The President indicated, however, that Congress would meet as usual.

### Unfair Competition Eliminated

WASHINGTON, July 1.—An order issued by the War Department should react to the benefit of public merchandise warehousemen. It reads:

"It has been brought to the attention of the Secretary of War that quantities of surplus supplies which have been fully paid for by the purchasers are still in storage in Government warehouses. You will cause the owners of such property to be notified that they will be required to pay storage on this property at the local commercial rates for storage of like commodities, beginning June 1, or to move their property into commercial storage, unless the terms of the sale specifically obligated the Government to provide free storage.

"In case owners fail to make satisfactory arrangements to meet storage charges on such property, or to move same into commercial storage, proper steps will be taken to enable the Government to assert a lien for such storage charges upon the property."

The order is addressed to the commanding officers at general reserve depots, general intermediate depots and the chiefs of all army supply branches.

### Independent Officers Elected

NEW YORK, July 1.—The directors of the Independent Warehouses, Inc., have declared the usual quarterly dividend of \$2 a share, payable July 1 to stockholders of record June 22. The shareholders have elected the following directors: E. W. Stetson, Frank F. Spencer, James L. O'Neill, J. S. Maxwell, W. P. Conway, E. A. Potter, Jr., Robert W. Atkins, Henry S. Lowe, S. D. Camden and Willis C. Bright.

The directors have elected as officers: E. W. Stetson, president; F. E. Spencer, vice-president and general manager; Willis C. Bright, vice-president and secretary and treasurer; E. H. Maxwell, vice-president; A. R. Hanice, vice-president; James E. Friel, assistant secretary and assistant treasurer.

The stockholders of the Warehouse Finance Corp. have elected as directors: E. W. Stetson, J. S. Maxwell, F. E. Spencer, James L. O'Neill and Willis C. Bright. The directors in turn have elected these officers: E. W. Stetson, chairman of the board; J. S. Maxwell, president; F. E. Spencer, vice-president; Willis C. Bright, secretary and treasurer.

### Would Limit Truck Weight

BAKERSFIELD, CAL., July 14.—Gross weight of motor trucks and loads on the roads of the San Joaquin Valley counties will not be allowed to exceed 20,000 pounds if the resolution adopted by a meeting of supervisors representing all these counties, held here recently, is approved by the counties.

## LOS ANGELES COMPANIES DENIED RATE ADVANCES

SAN FRANCISCO, July 1.—The California State Railroad Commission, in declining to grant storage rate advances to six warehouse companies in Los Angeles, has issued this ruling:

"During this period of declining prices, unless positive and complete justification for price advances is shown, the State Railroad Commission will adhere to a policy of refusing all petitions for increase."

The Commission has, however, granted the companies permission to advance handling tariffs from 37½ cents to 50 cents a ton. The rate petitioned for was 75 cents a ton.

The six firms affected by the Commission's rulings are the Davies Warehouse Co., Los Angeles Warehouse Co., Pacific Commercial Warehouse Co., Santa Fe Warehouse Co., Shattuck & Nimmo Warehouse Co. and Union Terminal Warehouse Co.

### Armed Guards for Truck Fleets

NEW YORK, July 5.—Freight-carrying motor trucks operating between Philadelphia and New York move as armed caravans, so burdensome have become the losses from thefts and hold-ups. Fleets with a khaki-uniformed guard, an ex-service man, on each unit, left the two cities to-day, and eventually this system of protection is to be extended to truck caravans transporting goods to Paterson, N. J.; Springfield, Mass.; Boston, and other cities.

A professional protection service co-operated with insurance interests in organizing the convoys. As explained by an insurance representative:

"Insurance premiums covering the movement of freight by motor trucks have become costly because of the depredations of bandits. Through the use of convoys, well guarded by picked men, we will be able to reduce the premium materially and at the same time defray the costs of the guards. In fact, premiums covering risks on all trucks traveling with the convoys now operating between Philadelphia and New York have been cut 10 per cent."

### Municipal Warehouse

RICHMOND, CAL., July 5.—A municipal warehouse to cost \$150,000 is being constructed here. It will be used for storing products handled at the municipal wharf.

### Union Terminal Stock Issue

LOS ANGELES, July 1.—The Union Terminal Warehouse Co. has been authorized by the State Railroad Commission to issue \$50,000 of common stock to take the place of that issued recently under a permit from the Commissioner of Corporations. The State Railroad Commission ruled that all firms engaging in a public utility business must receive the Commission's authority before issuing stock.



## URGE CREDIT BUREAU ON COMMUNITY PLAN

### San Francisco Business Men Supported in Scheme by Coast Automobile Dealers

SAN FRANCISCO, Cal., July 20.—Efforts to form a community advisory bureau of credits, now being urged by the Downtown Association of San Francisco, as an aid to manufacturers, distributors and other industrial operators in the getting of credits, and likewise as an aid to the banks in selecting those to whom credit should be given, are being supported by the automobile dealers and distributors as a factor in bringing even closer together the financial institutions of the city and the automotive industry. While the bankers of northern California never have closed down so tightly on the automotive industry as they have in other sections of the country, notably the Southern States, there still is opportunity for closer relations and greater community of effort between the bankers and the automobile distributors and dealers.

It is the idea of many of the dealers that this desideratum would be the more quickly accomplished by the Community Advisory Bureau of Credits, and a number of leading bankers have expressed themselves favorably on the subject. At present, it is rather well understood, banks grant credits largely on the character and general reputation of executives, often with little investigation of the character of the work done, or of the firm's liquid credits.

Methods which yielded large returns when the firm was small may prove totally inadequate as the firm grows, and this is particularly true of firms handling trucks and tractors in the farming sections of California, where the use of automotive equipment has increased so tremendously and costs of distribution and service have grown so rapidly. Expert information regarding the plans and projects of distributors of automotive vehicles could be obtained to the advantage of both distributor and banker through a bureau of credits such as that advocated.

The rate of turnover of merchandise, the method of controlling expenses, the number and form of credits granted to individual buyers of automotive equipment, and the nature of the organization under which these vehicles are distributed, thus could be presented in concrete form to the banker, and in a manner to which he would more readily give ear than if they were presented in less concise dress by the automobile dealer or distributor himself. Accurate information thus not only would help the bank, but would assist the creditor to improve his own financial standing.

The proposed Community Advisory Bureau of Credits, according to present plans, approved by the automobile dealers, and especially favored by the truck and tractor men, would be organized as follows:

1. Board of directors elected by the co-operating banks.
2. Managing executive or director of the bureau.
3. Investigators and technical experts in the following fields:
  - (a) Plant, equipment and layout.
  - (b) Manufacturing methods and industrial processes.
  - (c) Merchandising.
  - (d) Marketing and advertising.
  - (e) Organization, labor and employment methods.
3. Clerical staff.
4. Part-time staff of business men who may be called in for conferences or advice.

Virtually all the automotive industry men of the city and of contiguous territory believe such a bureau would materially increase their standing with the banks, their facilities for making loans, and their opportunities for business expansion. Manufacturers, distributors and dealers in other lines are of the same belief.

### Oakland Development

OAKLAND, CAL., July 16—Plans announced by the Parr Terminal Co. of Oakland for a six-story factory loft building on the Oakland waterfront, to cost \$250,000, are of especial interest to owners and operators of motor truck lines, and to warehouse and distribution interests along the Pacific Coast. The structure will embrace the latest equipment for the use of motor trucks, as well as modern plans of warehousing, factory "apartments" and distribution. Ramps as well as elevator service will handle motor trucks to every floor and every department of the building, which will have a floor space of 20,875 feet. All facilities, such as heat, light, cooled air, telephones, and elevators, will be installed and furnished at nominal cost to the occupants. This has not been done before on the Pacific Coast, according to Fred D. Parr, president of the company.

The building will be constructed of reinforced concrete, with metal sash, each wing being 73 feet wide, assuring sufficient light for any industry. A central traffic bureau will be installed for the use of all the occupants.

The entire ground floor of the building will be occupied by a central shipping, receiving and warehousing department, operated by the management of the building for the convenience of the tenants. Raw materials will be received and delivered to occupants on the floors above as needed, and finished products will be stored, to be shipped by water, rail, motor truck or airplane, as desired.

Motor truck, water and rail lines run to the doors of the new building, and the motor truck lines are continued inside by means of elevators and ramps, thus eliminating loss of valuable time and labor and, also, through the central shipping department, doing away with handling charges for raw and finished products to a great extent.

## OUTLOOK PROMISING IN KANSAS CITY DISTRICT

KANSAS CITY, July 23.—The prospects in Kansas City territory are that for the next year or so manufacturers will have to carry the bulk of distributive stocks in district warehouses, either their own or commercial houses. A survey was made about the middle of July among jobbers and retailers regarding their plans for summer and fall buying.

"The retailer is going to buy lightly, expecting the jobber to provide supplies in much larger quantity, as need arises, than formerly," said a jobber. "Consequently the local jobbers will have a much larger volume of business than under conditions where retailers file orders for futures, or stock heavily. But that does not mean that the jobber will stock heavily, to prepare for this demand from retailers. On the contrary, he will buy lightly too, placing orders as he needs merchandise. The burden of preparing for future volume is being placed definitely upon the manufacturer."

In many food lines manufacturers foresee the necessity of providing stocks at convenient distributing centers, to make available the supplies which each community will need, but which neither retailers nor jobbers will accumulate.

A second phase of the survey was equally illuminating—that on volume expected.

Both jobbers and retailers report that in most lines, the movement during the past six months has been good; in many lines, the sales have been larger in dozens than the previous year—so large that the volume in money has been equal to the big receipts of 1920's first half. And they argue that a continuance of this total may be expected, since there is nothing to warrant forecast of diminution in public demand. The few lines that have been slow the past six months include farm implements, furniture and equipment for factories—and these are lines in which marked advancement may normally be expected during the coming twelve months.

Occupancy of merchandise warehouses in Kansas City is "spotted," depending on the character of the goods chiefly handled. Some houses are practically full. The movement of merchandise has been strong during the summer—naturally to be expected, as retailers have allowed their stocks to diminish so radically.

Bankers and distributors are talking optimistically, the harvest promise, greater than predicted, being encouraging. Farmers are liquidating indebtedness, and demand on banks for crop financing is not severe, except in live stock.

### New Indianapolis Company

INDIANAPOLIS, June 21—Announcement was made to-day of the completion of the organization of the White Star Line Transfer, Inc., of this city. The company will do a general transfer business and has a capital stock of \$25,000.



# WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

## New Buildings, Etc.

**Rathbun, Johnson Van & Storage Co.**, Sioux City, Ia., has leased room in the post office building at Sioux Falls, So. Dak., and plans to open a furniture storage warehouse in Sioux Falls.

**Republic Stores Co.**, New York City, has added a ten-story warehouse at Charlton and Washington streets to its group of holdings. The structure contains 120,000 square feet.

**Erie Warehouse Co., Inc.**, Erie Pa., completed about July 15 an addition to its plant. This expansion provides space for twenty-five more carloads of capacity.

**Santa Ana Transfer Co.**, Santa Ana, Cal., has purchased P. A. Robinson's warehouse on Stafford Street, near Southern Pacific tracks. The building is 100 by 114 feet and the Santa Ana company has been renting it.

**J. L. Grose**, Glendale, Cal., has purchased warehouse occupied by Valley Supply Co., on Maryland Avenue, and will operate it as a storage plant for general merchandise, automobiles and household goods.

**Chelsea Fireproof Storage Warehouses, Inc.**, New York City, will build a \$25,000 nine-story garage at 108 West 107th Street.

**Alleghany Warehouse Co.**, Richmond, Va., has leased space in storage plants being erected on Morgan Street, between Sixth and Eighth streets and will use it for storing tobacco.

**Emergency Trucking & Warehousing Corp.**, New York City, has rented building at 692 Greenwich Street for a term of years.

**Alamo Warehouses**, New York City, have purchased eight story warehouse at 466 Washington Street. The building covers a plot 70 by 100 feet and is in the vicinity of the vehicular tunnel to be built under the Hudson River.

**Exporters' & Traders' Warehouse & Compress Co.**, Waco Tex., is planning an addition to its present warehouse. The addition will accommodate 20,000 bales of cotton.

**Rucker Warehouse Corp.**, Greensboro, N. C., announces it will conduct a general storage business, serving shippers, in addition to its present cotton storage business.

**Headley's Express & Storage Co., Inc.**, Chester, Pa., is planning to erect a large warehouse and six stores at a cost of about \$225,000.

**Henry Coburn Storage & Warehouse Co.**, Indianapolis, has obtained a building permit for improvements to cost about \$100,000 at its building at 211 West Georgia Street. The improvements are

necessitated by the action of the city in elevating tracts, and the Coburn company will effect similar elevating, and there will be other improvements generally.

**Erie Warehousing Co., Inc.**, Erie, Pa., has constructed an addition to its building. This adds twenty-five carloads to its capacity.

## TWO NEW WAREHOUSES ORGANIZE IN LOWELL

**LOWELL, MASS.**, July 5—Lowell is to have two new warehouses, one for general merchandise and cotton and one for storage of cotton.

The first is to be put in operation by a newly-organized firm, the **Harvard Storage & Warehouse Co.**, which has taken over the old Harvard Brewing Co's plant in Payton Street. This property has about 200,000 square feet of floor space. The buildings are considered fireproof and are located on the New York, New Haven & Hartford Railroad tracks. Cold storage articles, as well as cotton, wool and general merchandise, will be stored, and the company plans to serve as distributors in northern New England. The officers of the corporation are Albert D. Milliken, president; Elmer L. Bowen, vice-president; Bartholomew Scannell, secretary and treasurer. All three have been identified with Lowell mill and other business interests.

The other newcomer will be known as the **Lowell Public Warehouse Corp.**, the president and general manager of which is William G. Welsh, proprietor of the **New Bedford Public Warehouse Co.**, New Bedford, Mass. The property formerly was occupied by a carpet works. Associated with Mr. Welsh, are E. Murray Howe, J. D. C. Willis and C. D. Randall, Boston realty operators. Storage capacity will be 25,000 bales at the start, but other buildings will be converted to warehouse purposes until the capacity reaches 100,000.

The **New Bedford Public Warehouse Co.**, mentioned in the foregoing, is in no way identified with the **New Bedford Storage Warehouse Co.** of the same city.

## Kansas City 100 Per Cent

**KANSAS CITY**, July 19—Storage executives who are members of the **Kansas City Warehousemen's Association** are 100 per cent paid in, in the matter of dues in the proposed **Missouri Warehousemen's Association**. All three branches of the industry are represented, according to the State organization's vice-chairman, Daniel Bray, president of the **Monarch Transfer & Storage Co.** here.

## Incorporations

**Brighton Fireproof Warehouse Co.**, Cincinnati. Capital, \$360,000. Incorporators, Peter A. Martin and Fred A. Dietrich. A fireproof warehouse for general merchandise will be built.

**Thomas Storage Co.**, Fall River, Mass. Capital, \$50,000. Incorporators, Edward H. Thomas and Earl R. Thomas of Fall River and James A. Donnelly of Swansea.

**Alamo Warehouses**, New York City. Capital, \$10,000. Incorporators, J. H. Dorch, P. F. Mahoney, M. Condell.

**Valley Warehouse Co.**, Lewiston, Idaho, Capital stock, \$120,000.

**First National Wool Warehouse Co.**, Dillon, Mont. Capital, \$100,000. Incorporators, E. J. Bowman of Anaconda, J. H. Gilbert and F. A. Hazelbaker of Dillon.

**Harragan's Storage Warehouses**, Brooklyn. Capital, \$20,000. Incorporators, W. W. Harragan, E. Harragan and W. W. Weeks.

**Foreign Trade Warehouse Corp.**, New York City. Capitalization, \$10,000. Incorporators, J. Tyssowski, L. G. Day and P. B. Paul.

**Benfer-Baughman Co.**, Cleveland. Capital of 500 shares with no par value. To engage in general storage and haulage. Incorporators, A. F. Baughman, Dora M. Baughman, A. E. Whiteside, Bert L. Benfer and Virginia May Benfer.

**Westerville Transit Co.**, Westerville, O. Organized for business which includes heavy haulage by motor truck between Westerville and Columbus.

**Union Storage & Warehouse Co.**, Charlotte, N. C. Authorized capital, \$125,000. Incorporators, C. G. Smith, J. W. S. Gilchrist and G. B. Chapman.

**Gary Rapid Transit Co.**, Gary, Ind. To engage in transfer and express business. Capitalization, \$10,000. Incorporators, Edward Harrington, Kenneth Call and Theodore McFarren.

**White Line Transfer, Inc.**, Indianapolis. To engage in general transfer business. Incorporators, T. R. O'Donnell, W. C. Johnson and S. Kerch.

**Gildon Warehouse**, New York City. Capitalization, \$10,000. Incorporators, R. O. Weiss, J. C. Weiss and B. Landino.

**Guy A. Moore & Son Corp.**, New York City. To engage in storage and warehousing business. Capitalization, \$25,000. Incorporators, G. A. Moore, W. A. Moore and J. F. North.

**Rice Transportation Co.**, Los Angeles. To engage in warehouse, transfer and baggage business.

# Save 50% of your printing costs

## Roll Printing Costs Less

### than padded forms

A SAVING of 50% on your printing costs is something very tangible—it's real—you can see it. And yet, it is the smallest of the savings which Standard Manifolding Systems and Roll Printing give you.

Wherever padded forms are used or wherever one or more carbon copies are desired, Standard Roll Printing, used in Standard Manifolding Registers, will make it possible to do the work in less time, and at less expense.

For the Standard Manifolding System not only cuts your printing bills in half, but effects savings in many other ways. It positively eliminates all errors made in copying. It makes each copy exactly like the original—word for word and line for line. It systematizes and simplifies your records so they can be made in half the time.

Take for example: Your bills of lading serve not only as a receipt for the goods you ship but also as your contract of shipment with the carrier. It is one of the most important and frequently used documents in your factory. The slightest error or illegibility creates countless disputes and endless discussion with customers and railroads, many times leading to prolonged and costly legal action which could have been easily avoided by the use of a Standard Manifolding Register.

#### SHEETS CAN'T SLIP

Our exclusive patented features have revolutionized the use of manifolding devices. No matter how many carbon copies you may need, regardless of how complicated the forms, all will be perfect in alignment. The machine operates without binding, the carbon paper will not crumple or tear, and no time will be wasted in repairs or adjustments.

#### OUR SERVICE IS FREE

If you are interested in cutting your printing costs in half, in methods that will reduce overhead, give you better control of different departments and eliminate errors—our Service Department will be glad to provide you with samples of forms and suggestions that will aid in accomplishing these results.

#### MAIL COUPON FOR PRICES

Enclosed with the coupon any samples of your regular printed forms, whether in duplicate, triplicate or quadruplicate, and let us give you our price for printing them. Or, check on the attached coupon the kind of forms in which you are interested and we will send you samples showing how these forms have been worked out for other successful manufacturers.

#### The Standard Register Co.

106 Albany St., Dayton, Ohio

#### CHECK and PIN TO LETTER

The Standard Register Co.,  
106 Albany St., Dayton, Ohio.

Without obligation on my part, send me booklet describing the Standard Manifolding Register and samples of forms showing the most modern methods used in handling the items checked below:

- |  |  |
|--|--|
| <input type="checkbox"/> Bill of Lading        | <input type="checkbox"/> Piece Work Records                      |
| <input type="checkbox"/> Express Receipts      | <input type="checkbox"/> Departmental Orders                     |
| <input type="checkbox"/> Delivery Orders       | <input type="checkbox"/> Repair Orders                           |
| <input type="checkbox"/> Railroad Orders       | <input type="checkbox"/> Sales Records                           |
| <input type="checkbox"/> Warehouse Orders      | <input type="checkbox"/> Service Station Orders                  |
| <input type="checkbox"/> Warehouse Receipts    | <input type="checkbox"/> Combined Money Drawer and Sales Records |
| <input type="checkbox"/> Invoices              | <input type="checkbox"/> Hotel Package Receipts                  |
| <input type="checkbox"/> Purchase Requisitions | <input type="checkbox"/> Employment Bureau Records               |
| <input type="checkbox"/> Stock Requisitions    | <input type="checkbox"/> Telegraphic Messages                    |
| <input type="checkbox"/> Receiving Records     | <input type="checkbox"/> Telephonic Messages                     |
| <input type="checkbox"/> Shop Orders           |  |
| <input type="checkbox"/> Stock Records         |  |



# Standard

## Manifolding Systems and Roll Printing

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The American Merchant Marine is vital to American Business. Without our own ships to carry our own goods both ways across the ocean American Commerce cannot expand. And it must expand.

We do not ask it for patriotic reasons alone. Sheer self-interest demands it. Expansion—so necessary to take up the great manufacturing surplus of America—depends wholly on the intelligent use of America's Merchant Vessels.

Ship your goods on American Ships; travel in American Ships, enjoy the commodious cabins—And do it in your own, personal interest, and in the interest of all America.

Rates and schedules are on a competitive basis. It costs no more, the goods are carried as fast, the ports are as completely covered.

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To All Parts of the World

AMERICAN SHIPS ARE AVAILABLE  
FOR YOUR OCEAN VOYAGE

New combination passenger and freight ships, fast, luxurious steamers. Key number beside ship's name indicates operator shown bottom of column.

## EUROPE

Boulogne and London

From New York

August 15—September 20—Old North State (159).

September 6—Centennial State (159).

Bremen and Danzig

From New York

August 20—Hudson (159).

September 7—Susquehanna (159).

August 10—September 22—October 20—Potomac (159).

Naples and Genoa

From New York

Pocahontas (159).

Plymouth, Cherbourg and Bremen

From New York

August 27—September 28—America (159).

September 2—October 4—George Washington (159).

## SOUTH AMERICA

Rio de Janeiro, Montevideo and Buenos Aires

From New York

August 17—Avalon (91).

August 31—Southern Cross (91).

## FAR EAST

Honolulu, Yokohama, Kobe, Shanghai, Manila, Hongkong

From San Francisco

August 20—Hoosier State (105).

Yokohama, Kobe, Shanghai, Hongkong, Manila

From Seattle

September 17—Silver State (106).

## HAWAII, PHILIPPINES, EAST INDIA

Honolulu, Manila, Saigon, Singapore, Colombo, Calcutta

From San Francisco

August 13—Creole State (105).

September 14—Wolverine State (105).

## COASTWISE AND HAWAII

Havana, Canal, Los Angeles, San Francisco and Hawaiian Islands

From Baltimore

September 3—Hawkeye State (89).

## COASTWISE

Havana, Canal, Los Angeles, San Francisco

From Baltimore

New York, Cuba, Spain

Sept. 6—Black Arrow (98).

## 80 Matson Navigation Co.

120 Market St.

San Francisco, Cal.

26 S. Gay St., Baltimore, Md.

## 91 Munson Steamship Line

57 Wall St., New York.

Tel., Bowling Green 3360.

## 105 Pacific Mail S. S. Co.

10 Hanover Square, New York.

Tel., Bowling Green 6530.

621 Market St., San Francisco, Cal.

## 106 The Admiral Line

17 State St., New York.

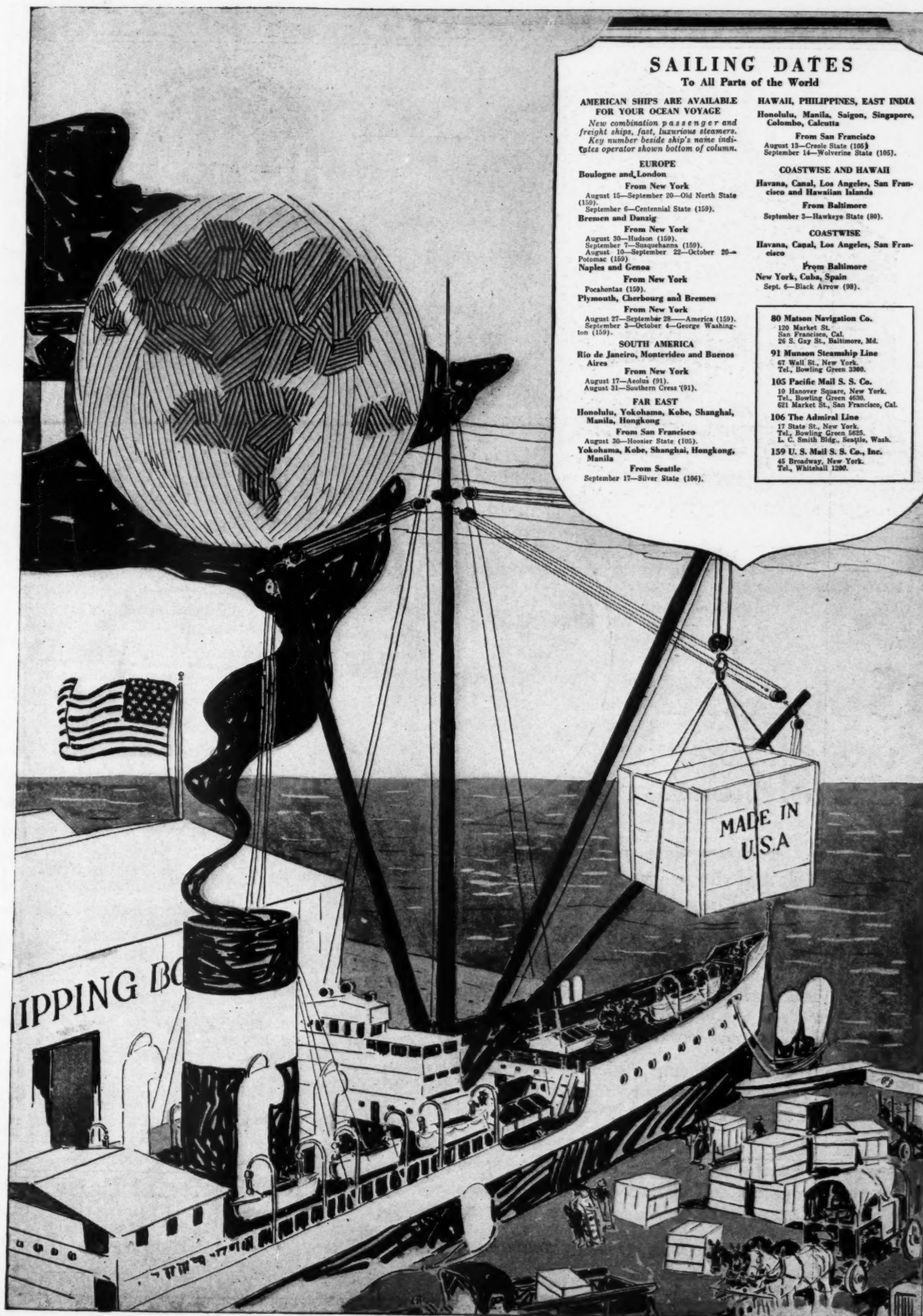
Tel., Bowling Green 5655.

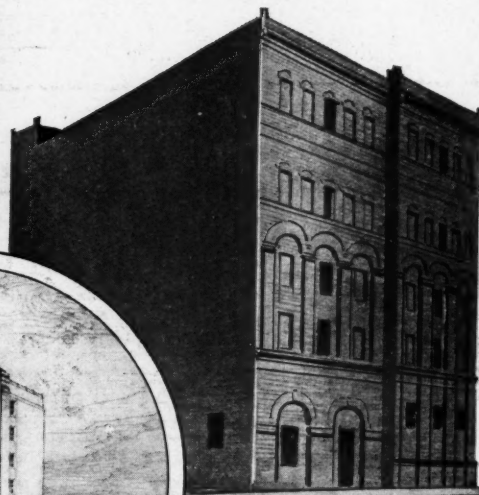
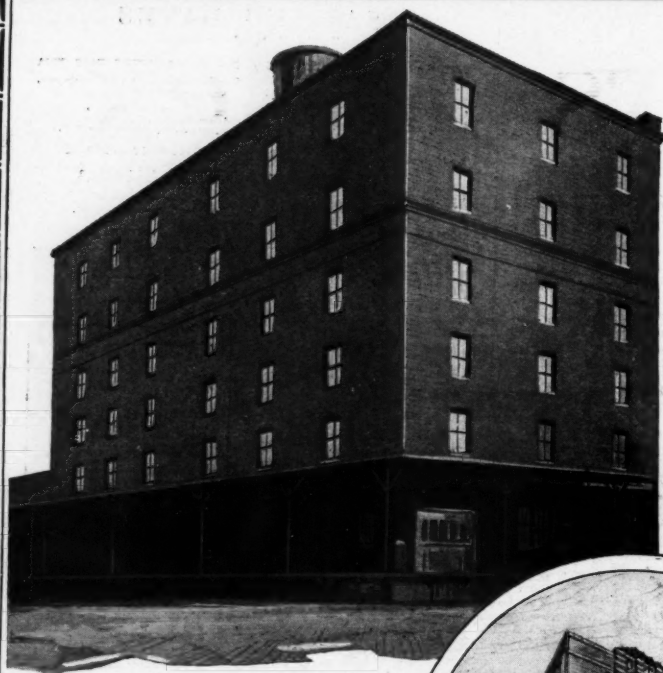
L. C. Smith Bldg., Seattle, Wash.

159 U. S. Mail S. S. Co., Inc.

45 Broadway, New York.

Tel., Whitehall 1280.





## Speeding the change of the old order

*Warehouses as they  
were and a ware-  
house in keeping with  
the industry of today.*

**S**ODA crackers were once sold from a barrel, and the grocer weighed them out, frequently including his fist.

Some years ago warehouses were on about the same level.

Modern business methods changed the selling of soda crackers along with a few thousand other things. Warehousing was among them.

To speed the change, Moores and Dunford brought specialized knowledge and experience to the building of new warehouses. The results are these:

A vast improvement in appearance over the older type of warehouse, greater ease of management, much lower cost of operation, and a consequent larger percentage of profit.

*You can get the same results by consulting:*

**Moores & Dunford**  
*Warehouse Engineers*  
744 First National Bank  
Chicago, Ill.

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## An Outline Map and a Lot of Circles

ON the desk before us, as this is being written, is a map, an outline map, showing the United States and a part of Canada. It has printed upon it a star in a circle marking a well-known middle western city, the headquarters of a national manufacturing concern which distributes its products through warehouses. Radiating from this master circle are lines running to smaller circles, each representing a warehouse whose services the company employs, and marking the city in which it is located. There are a lot of these smaller circles scattered over the entire map. We counted more than sixty of them west of the Mississippi River and they are much thicker in the eastern sections. They are too thick there to count without greater effort than would be justified on a hot day. But it really does not matter whether there are 180, 200 or 220 circles in that map. The point is there are a lot of them, and that next year, maybe next month, there will be more. The concern which brought out this map to show its excellent distribution system, subscribes for and reads DISTRIBUTION & WAREHOUSING. So do hundreds of others like it. They use the Shippers' Index for making new warehouse connections, which is right and proper and an indication of good judgment.

*The warehouseman who advertises his ability to serve is deserving of the shipper's first consideration.*

## CONVENTION CALENDAR

August .....	Texas Warehouse & Transfermen's Association .....	Fort Worth
October 15 .....	Northwest Transfer & Warehousemen's Association .....	Seattle
December 6 .....	American Chain of Warehouses .....	(To be decided)
December 7-9 .....	American Warehousemen's Association .....	" " "
December .....	Central Warehousemen's Club .....	" " "
December or January .....	National Furniture Warehousemen's Association .....	" " "
January .....	New Jersey Furniture Warehousemen's Association .....	" " "
January .....	New York Furniture Warehousemen's Association .....	New York City
June .....	Shippers' Warehousing & Distributing Association .....	(To be decided)
(Date not fixed) .....	Missouri Warehousemen's Association .....	St. Louis



## BIRMINGHAM, ALA.

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING

STORING

HAULING

PACKING

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## NOGALES, ARIZONA

**The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

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"The World Moves—So Does  
Goodman"**GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

BIRMINGHAM, ALA.

## FORT SMITH, ARK.

**O. K. Transfer and Storage Co.**MOVING  
SHIPPING  
STORINGPool-Car  
Distributing  
a SpecialtyFort Smith,  
Ark.

## BIRMINGHAM, ALA.

**HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## LITTLE ROCK, ARK.

WAREHOUSING  
AND FORWARDINGDistributors of Pool Cars, Parcel Post Catalogs and  
Merchandise**TERMINAL  
WAREHOUSE COMPANY**

812-822 East Second Street

All track connection

## MOBILE, ALA.

**Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

Mobile, Ala.

## TEXARKANA, ARK.

**HUNTER TRANSFER CO.**

TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

## BERKELEY, CAL.

**STUDENTS  
TRANSFER & STORAGE CO.**MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

## MONTGOMERY, ALA.

L. J. MOELLER, Mgr.

**CONSOLIDATED DRAY LINE,  
INC.**

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled

Storage Warehouse, P. O. Box 552

Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

EL CENTRO, CAL.  
IMPERIAL VALLEY**PIONEER TRUCK and  
TRANSFER CO.**

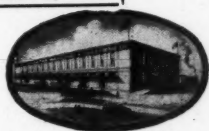
Warehouse: S. E. Cor. 3rd &amp; State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

## FRESNO, CAL.



## STATE CENTER WAREHOUSE &amp; COLD STORAGE COMPANY

General Merchandise storing and distributing.  
Packing, Crating and Shipping of Household Goods.

## LOS ANGELES, CAL.

Consign your goods to  
**AMERICAN TRANSFER CO.**  
**FIREPROOF STORAGE**

MERCHANDISE, HOUSEHOLD GOODS AND  
AUTOMOBILES

Prompt Delivery Service

730 W. Pico St., Los Angeles.

## FRESNO, CAL.

## Valley Van &amp; Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## LOS ANGELES, CAL.

## California Fireproof Storage Co.

2808 West Pico St., Los Angeles, Calif.

EXCLUSIVELY HOUSEHOLD  
GOODS

Two large Fireproof Warehouses and  
Distributors of Pooled Cars.

Reference—Dunn, Bradstreet or any Los Angeles Bank.

## LONG BEACH, CAL.

CITY  
TRANSFER  
and  
STORAGE  
CO.

Long Beach, Cal.

## HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

## COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks  
Equipped to handle anything in warehousing or  
transfer

## LOS ANGELES, CAL.



## CALIFORNIA TRUCK CO.

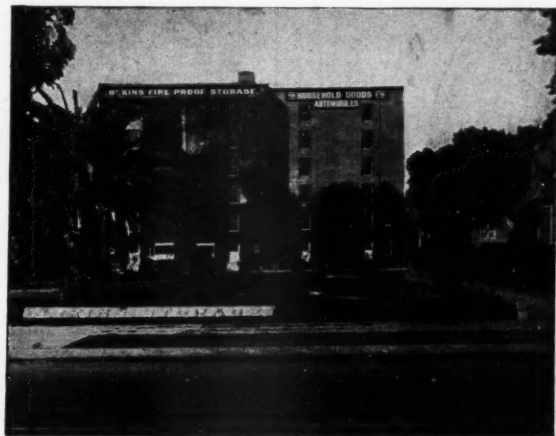
INCORPORATED 1884

## Pool Carload Distributors

Handling goods destined to points in  
SOUTHERN CALIFORNIA and ARIZONA  
and to

TRANS-PACIFIC PORTS  
322-324 EAST THIRD STREET

## LOS ANGELES, CAL.



## Moving—Shipping—Storage

Send your "Pool Car" furniture shipments to  
Bekins. Your customers will receive a highly  
satisfactory service.

## B-E-K-I-N-S

Fireproof Storage

San Francisco  
13th & Mission

Oakland  
22d & San Pablo

Los Angeles  
1341 Figueroa St.

## LOS ANGELES, CAL.

## Fidelity Fireproof Storage

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all  
business intrusted to us.

We have a seven-story reinforced concrete  
warehouse.

We consolidate and solicit distribution of  
consolidated cars of household goods.

Frank Robert Palmateer, Prop.

The Men Who Distribute

## Mohawk Condensed Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

LOS ANGELES, CAL.

**FELLOW WAREHOUSEMEN**

YOU SHOULD select your correspondent warehouse with the same care you do your bank.

We solicit your carload and L. C. L. shipments of HOUSEHOLD GOODS and AUTOMOBILES.

**Los Angeles Warehouse Co.**

W. E. BROCK, Managing Director F. M. BROCK, Secretary

ESTABLISHED, 1906—INVESTMENT, \$650,000.00

LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO. L

LOS ANGELES

OFFICE

941 W. 16th ST.

SAN DIEGO

OFFICE

Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

LOS ANGELES, CAL.

## Shattuck & Nimmo

WAREHOUSE CO.

### Storage and Distribution

Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

**MEMBERS**

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n. Local Rotary Club and Chamber of Commerce

LOS ANGELES, CAL.

Lowest Insurance  
Safety  
Prompt Reports



Moderate Rates  
Satisfactory Service  
Car Load Distribution

We operate six merchandise warehouses in Los Angeles and one at the Port of Los Angeles; we are also constructing another "Class A" building to be completed Aug. 1st next, similar and adjacent to our No. 1 building shown in above cut. This will give us about 500,000 sq. ft. in the Wholesale Terminal, where practically all the wholesale business of the city is handled.

We attribute our phenomenal growth to our slogan, "GUARANTEED SERVICE," which we insist upon being strictly adhered to in all our undertakings.

HOW CAN WE SERVE YOU?

**UNION TERMINAL WAREHOUSE COMPANY**

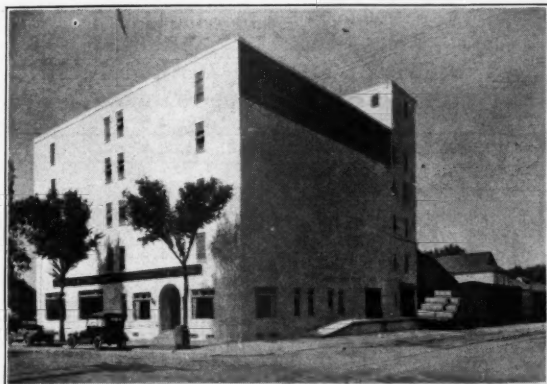


## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SACRAMENTO, CAL.



General Merchandise, Furniture and Household  
 Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.  
 Motor Equipment

Pool Car Distributing and Forwarding

**Capital Van and Storage Co.**  
 Sacramento, California

*Write for Our Freight Tariff*

## SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
 WAREHOUSE COMPANY  
 NO DETAIL TOO SMALL



## SAN DIEGO, CAL.

WE SOLICIT YOUR  
 SHIPMENTS AND POOL CAR  
 DISTRIBUTION

**PRUDENTIAL**  
 STORAGE AND MOVING CO.

LOS ANGELES  
 OFFICE  
 941 W. 16th ST.

SAN DIEGO  
 OFFICE  
 Spreckels Building  
 962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

## SAN DIEGO, CAL.



T H E R E  
 W I L L B E  
 N O W E A K  
 L I N K I N  
 Y O U R S E R -  
 V I C E C H A I N — I F Y O U w i l l  
 consign your San Diego ship-  
 ments to Pioneer. Our reputa-  
 tion for integrity, promptness  
 in making remittances, and  
 courtesy will stand the acid test  
 —investigate.

**PIONEER WAREHOUSE  
 COMPANY**  
 SAN DIEGO, CALIFORNIA

## SAN FRANCISCO, CAL.

**The Haslett Warehouse Co.**

228 Pine St., San Francisco

San Francisco is the CENTER of the U. S. A.  
 on the Pacific Ocean. We are in the CENTER  
 of its SHIPPING and COMMERCIAL dis-  
 trict.

PIONEER IN THE DISTRIBUTION FIELD  
 AND WAREHOUSE BUSINESS. CAN

H A N D L E ANY SHIPMENTS

A s desired. Our 15 warehouses are  
 S o convenient to DOCKS and RAILROADS,  
 L ocated so close to both, that it is an  
 E asy haul to a HASLETT WAREHOUSE.  
 T rack connections with all lines.

T hese, low insurance rates, bonded and  
 free space and motor truck service, are  
 but a few of the facilities we offer.

S. M. HASLETT  
 President

P. E. HASLETT  
 Secretary

## SAN FRANCISCO, CAL.



## Distribute Thru San Francisco

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

## SAN FRANCISCO WAREHOUSE CO.

625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



The Men Who Distribute

## Jiffy Desserts

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DENVER, COL.

THE  
**KENNICOTT-PATTERSON  
TRANSFER COMPANY**

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

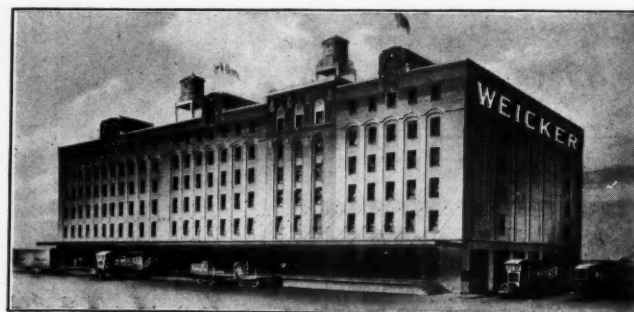
## DENVER, COL.

When You Need  
**SERVICE**  
in Denver and  
vicinity

*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute  
General Merchandise,  
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

**THE WEICKER TRANSFER & STORAGE COMPANY**

1700 Fifteenth Street  
Denver Colorado

## DENVER, COL.

## THE UNITED STATES

### Transfer & Storage Warehouse Co.

1934 Broadway, Denver, Colorado

Storage of general merchandise and household goods.  
We make a specialty of Pool Cars and Distribution.  
Transfer work of all kinds, both City and Country.  
Expert Packers, Motor Trucks and Vans.  
Two Warehouses.

Member of Denver Transfer's Companies Assn.

## WASHINGTON, D. C.

## UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



MEMBERS:  
N. Y. Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
Southern Furniture Warehousemen's Association

PROMPT REMITTANCES  
Efficient and Courteous Service  
MOTOR TRUCKS  
and  
PADDED VANS  
Modern Fireproof Warehouse

## PUEBLO, COL.

## COLORADO

### TRANSFER & WAREHOUSE CO.

122-24 West First Street

Transfer  
Pool Cars

# SERVICE

Forwarding  
Mdse.  
Storage

SPECIAL ATTENTION GIVEN TO PACKING  
AND SHIPPING HOUSEHOLD GOODS

Colorado Transfer is a Real "Pal" to "Stick," No Matter What  
the Occasion—Colorado Transfer is the Same True, Old "Pal."

PUEBLO, COLO.

## JACKSONVILLE, FLA.

## Delcher Bros. Storage Company, Inc.

459-61-63-65 Riverside Avenue  
FIREPROOF WAREHOUSE

We Move, Pack, Store and Ship Household Goods  
Consign Your Pool Cars to Us  
Motor Equipment

## JACKSONVILLE, FLA.

## UNION TERMINAL

### WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments      Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

GENERAL MERCHANDISE STORAGE  
AND FORWARDING

Special attention to handling of pool cars.

## BRIDGEPORT, CONN.

## MOORE'S STORAGE WAREHOUSE

GEO. P. MOORE, Prop.

STORAGE OF FURNITURE IN SEPARATE ROOMS  
PIANOS STORED IN SEPARATE ROOM  
Furniture Crated and Packed for Shipping by Rail  
China and Bric-A-Brac Packed in an Expert Way  
Padded Box Vans for Warehouse and Long Distance  
Moving

OFFICE AND WAREHOUSE:  
569 UNION AVENUE, BRIDGEPORT, CONN.

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

## JACKSONVILLE, FLA.

## Wiesenfeld Warehouse Company

P. O. Box 1133

General Merchandise Storage and Distributing

References:

Any bank, jobber or transportation man in the city

## NEW LONDON, CONN.

## B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

## The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

## MIAMI, FLA.

## The John E. Withers Transfer & Storage Co., Inc.

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.  
Private Trackage      Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

## PENSACOLA, FLA.

## Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcine Streets



## PENSACOLA, FLA.

**Hallmark Transfer Co.**  
**GENERAL STORAGE**Pool Cars a Specialty. Moving, Packing, Shipping  
and Storing Household Goods

132-134 East Chase Street, Pensacola, Fla.

## ATLANTA, GA.

**CATHCART**  
**VAN & STORAGE COMPANY**Moves, Stores, Packs, Ships  
Household Goods Exclusively  
THREE WAREHOUSES

Office, 6-8 MADISON AVE.

## ATLANTA, GA.

**MORROW****Transfer & Storage Company**  
**HOUSEHOLD GOODS and COMMERCIAL**  
**STORAGE**Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

## ATLANTA, GA.

**SOUTHERN**  
**SALES & WAREHOUSE CO.**FIRE PROOF CONCRETE WAREHOUSE  
MERCHANDISE DISTRIBUTORS  
R. R. TRUCKAGE, MOTOR SERVICE

Located in heart of wholesale district.

173 Humphries St.

## AUGUSTA, GA.

JAS. H. HOLLINGSWORTH *Established 1900*  
**THE HOLLINGSWORTH WAREHOUSES**  
**STORAGE, DISTRIBUTION AND FORWARDING**  
**MERCHANDISE ONLY**We are in a position to render quick and efficient service. Located  
in the heart of the wholesale district and most convenient to all  
freight depots.

Private siding connecting with all railroads.

556 &amp; 558 Walker Street

602 to 616 Sixth Street

## SAVANNAH, GA.

**Savannah Bonded**  
**Warehouse and Transfer Co.**General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House BrokersTrack Connections with all Railroads and  
Steamship DocksMembers American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President

312-314-316 Williamson Street

P. O. Box 985

Savannah, Ga.

## BOISE, IDAHO

**PEASLEY**  
**TRANSFER & STORAGE COMPANY**  
**STORAGE, TRANSFER AND FORWARDING**  
**NINTH AND GROVE STREETS**

## AURORA, ILL.

**Thompson Transfer & Storage Co.****"We Deliver the Goods"**Consignments of household goods handled in a way to bring you credit.  
Drayage, storage, forwarding and distribution. The only building in Aurora  
designed for purely storage purposes.

Phones: Chicago 2666 and 291

12 N. RIVER ST., AURORA, ILL.

Members: N. F. W. A. and I. F. W. A.

## CHICAGO, ILL.

**BEKINS****HOUSEHOLD SHIPPING COMPANY**Reduced Rates on Household Goods, Automobiles  
and MachineryGeneral Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

**Central Storage and**  
**Forwarding Company**Robey Street and Pershing Road  
(On the Great Chicago Junction R.R.)

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

New Modern Buildings Experienced Operatives  
Contents' Insurance Rate, 7½ Cents  
Negotiable Receipts Sixty Car Switch**A UNIVERSAL FREIGHT STATION**on the entire first floor of our premises guarantees the quickest  
and best service on outgoing shipments.L. C. L. DISTRIBUTION  
WITHOUT CARTAGE

SPACE TO RENT

## CHICAGO, ILL.

**Before you decide on your**  
**Chicago Warehousing connections,**  
**investigate the facilities and service**  
**of the —****Continental Warehouse Co.**  
**416-434 West 12<sup>th</sup> Place — Chicago***Sprinkled warehouses in the heart*  
*of the freight terminal district*

## CHICAGO, ILL.

**Currier-Lee Warehouse Co.**

427 West Erie St., Chicago, Ill.

**MERCHANDISE**  
**STORAGE EXCLUSIVELY**MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

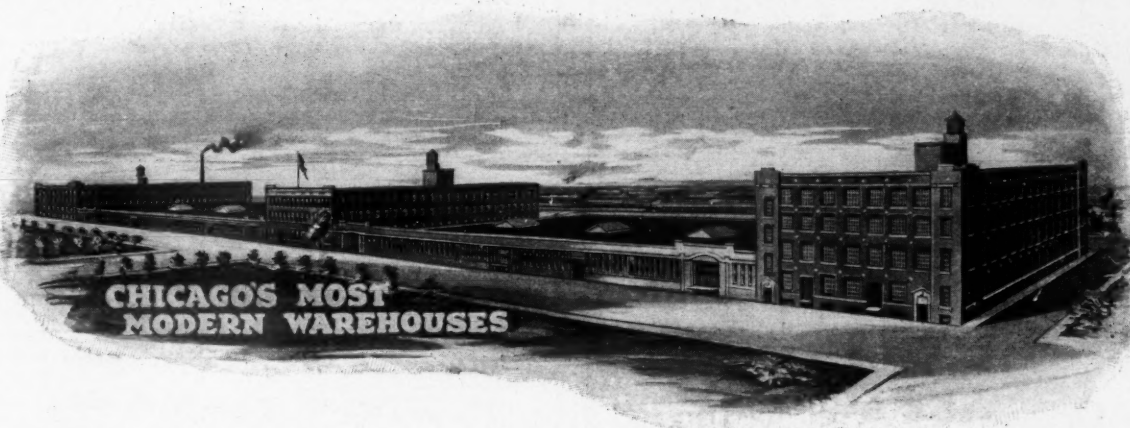
## THE IMPORTANCE OF OUR LOCATION

FREE FROM CONGESTION. NOT DOMINATED BY ANY  
ONE RAILROAD ON INBOUND OR OUTBOUND SHIPMENTS.

On the Belt Ry. of Chicago, Adjacent to the Great Clearing Interchange Yards. Equipment of any Description Always Available. 42 Car Private Switchtrack. Largest Consignments Handled with Despatch.

L. C. L. Shipments Made to All Trunk Lines Without the Expense of Cartage, and Signed Bills of Lading Returned the Same Day. Insurance Rates as Low as 14c. All Buildings Clean and Modern.

FOR THE ABOVE-MENTIONED REASONS WE RENDER  
UNEQUALLED WAREHOUSING AND RESHIPING SERVICE



### CROOKS TERMINAL WAREHOUSES,

(Formerly Chicago Storage & Transfer Co.)

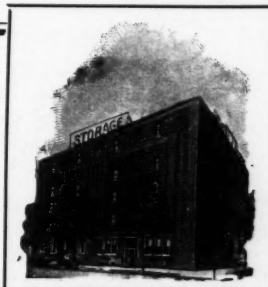
5835 W. 65th Street, Chicago, Ill.

In the Active Clearing Industrial District.

CHICAGO, ILL.

### EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
(Established 1891)



#### A Distinctive Organization

Our correspondents' interests are carefully safeguarded. Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.

Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.

EMPIRE STORAGE  
COMPANY  
52ND ST. AND COTTAGE  
GROVE AVE.

MEMBER

National Furniture Warehouseman's Assn.  
Illinois



CHICAGO, ILL.

CENTER OF GREAT WEST SIDE  
OUR SPECIALTY  
PROMPT REMITTANCES ON COLLECTIONS

Fireproof  
Also  
Non-  
Fireproof  
Storage



Storage  
Capacity  
1000  
Van  
Loads

MOVING

PACKING

SHIPPING

Master Service at Your Service

Consign all carload shipments for West Side care Baltimore & Ohio,  
Chicago Terminal Transfer Railway at Taylor  
Street and Kedzie Avenue,  
¾ mile from our warehouse.

GARFIELD PARK  
**STORAGE**  
COMPANY

Established in 1903

3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE  
WAREHOUSEMEN'S ASSOCIATIONS.

CHICAGO, ILL.



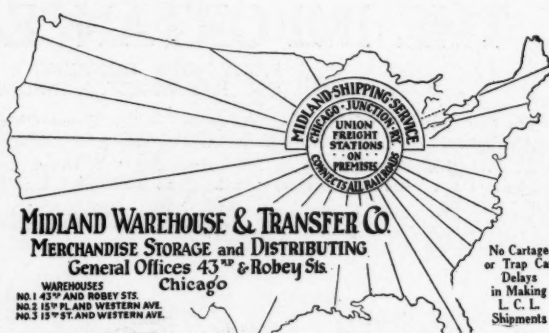
## MERCHANDISE WAREHOUSING

*Pool Car Distribution*

**Griswold & Walker, Inc.**

1501 So. Peoria St., Chicago, Ill.

CHICAGO, ILL.



CHICAGO, ILL.

*Storage—Packing and Shipping—Motor Van Service*

**North Shore Fireproof Storage Co.**

4820-4822 Broadway—4821-4820 Broadway  
 1330-1332 Morse Ave. (Rogers Park)  
 CHICAGO

Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.

Very Low  
 Insurance Rates

CM&STP Ry. Track  
 Inside Buildings

**The Ontario Warehouse Co.**

Ontario & Kingsbury Streets,

**FROSTPROOF  
 MERCHANDISE STORAGE**

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

CHICAGO, ILL.

**Railway Terminal & Warehouse Company**

444 W. Grand Ave.

**Merchandise Storage**

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates  
 Use Our Service**

The Men Who Distribute

**Kellogg's Toasted Corn  
 Flakes**

Read **DISTRIBUTION & WAREHOUSING**  
 and consult the Shippers' Index

CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

**Storage  
 Warehouses**



All collections on shipments made to us promptly remitted.

Member of

National Furniture  
 Warehousemen's Association,  
 Illinois, New York and  
 Southern Warehousemen's Association.

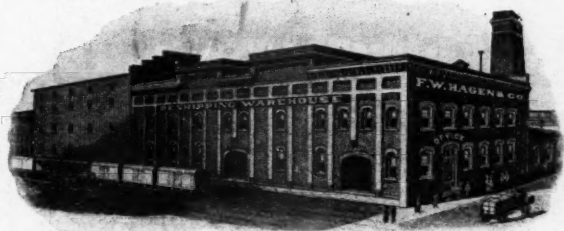
**Our Seventh Warehouse**

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
 Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
 Warehouse G, North Side, Broadway near Devon Ave.



CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch	Grand Crossing	Branch
Harvey, Ill.	L. C. L. without cartage	So. Chicago, Ill.
Phone 46	Daily Trap Cars	
	H. P. 3109—Midway 4940	Phone 367

LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRACKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS

### Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

CHICAGO, ILL.

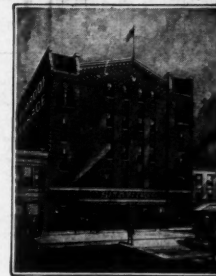
### Fireproof Storage

Moving, Packing, Shipping,  
Storage of Household Goods and Merchandise.

Prompt, Efficient Service.  
We Use Packard Vans.

WAREHOUSE:  
6542-46 N. Clark St.  
CITY OFFICE:  
1854 N. Halsted St., Chicago, Ill.

**SIEBOLD & SCHAEFFER**  
EST. 1903 INC. 1913



CHICAGO, ILL.

## Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally  
Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. G. Morgan, Manager

519 W. Roosevelt Road

CHICAGO, ILL.

# WAKEM & McLAUGHLIN

(INCORPORATED)

## CHICAGO

**We Store and Distribute Merchandise Only**

CHICAGO, ILL.

Member American Warehousemen's  
Association, Illinois Association  
of Warehousemen

ROBERT L. SPENCER  
Warehouse Superintendent  
Pennsylvania System

# WESTERN WAREHOUSING CO.

## General Merchandise Warehouses

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO

### WHERE WE ARE:

At the edge of "The Loop," Chicago's downtown business center.

### WHAT WE HAVE:

500,000 square feet of floor space.  
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c. per \$100 per annum.

### WHAT WE DO:

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

### WHAT WE CHARGE:

Current Chicago rates, quoted on application.

WILSON V. LITTLE, Superintendent.



CHICAGO, ILL.

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

## TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office:  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

MOLINE, ILL.

## Fireproof Storage

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., and Davenport, Iowa

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave. Moline, Illinois

DANVILLE, ILL.

## It Is Profitable to Break Bulk for Illinois & Indiana in Danville

Danville is the east and west rate-breaking point of several large railroads. Carloads into Danville can be broken into L.C.L. shipments at considerable saving in shipping costs.

We will reship your goods as carefully and expeditiously as if you were directing the work yourself.

Likewise you may take advantage of the excellent facilities we have for safeguarding spot stocks for quick delivery in Illinois and Indiana.

**Danville Transfer & Storage Co.**  
Danville Illinois

PEORIA, ILL.

J. ter VEEN  
Manager

RALPH D. BAYNARD  
Traffic Manager

## MERCHANTS WAREHOUSE COMPANY

General Merchandise Storage and Forwarding.

The Men Who Distribute  
**Chester Paper Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

## FORT WAYNE, IND.

PRIVATE SIDING

## Pettit's Storage Warehouse Co.

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

The Men Who Distribute

## United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FORT WAYNE, IND.

## BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

## INDIANAPOLIS, IND.

## INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

## Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

## The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.  
West New York and Canal

INDIANAPOLIS

INDIANA

## FORT WAYNE, IND.

## Fort Wayne Storage Company

FORT WAYNE, INDIANA

General Merchandise  
Storage and Forwarding

## INDIANAPOLIS, IND.



16 Years of Efficient  
Service

## Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Merchandise Storage  
and  
Pool Car Distribution

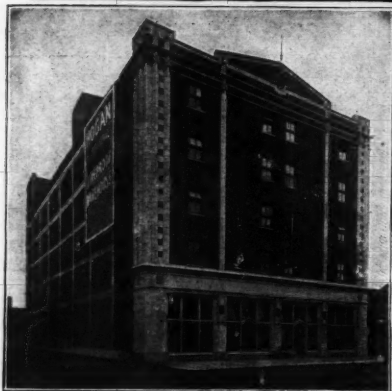
Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.



INDIANAPOLIS, IND.

**HOGAN**

**"Goods for  
Indianapolis  
are Goods  
for  
HOGAN"**

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

**HOGAN TRANSFER & STORAGE CO.**

Indianapolis

Indiana

INDIANAPOLIS, IND.

**SHIP THROUGH  
TRIPP**

**MERCHANDISE  
STORAGE AND  
DISTRIBUTION**

**Tripp Warehouse Co.**

Indianapolis

Indiana

Member American Chain of Warehouses.

KOKOMO, IND.

**Tudor Warehouse Co.  
SERVICE**

Kokomo — 513 N. Buckeye St. — Indiana

**MERCHANDISE DISTRIBUTION  
AND  
HOUSEHOLD GOODS STORAGE**

Member National Furniture Warehousemen's Ass'n

SOUTH BEND, IND.

Consign your cars containing merchandise for Northern Indiana and Southern Michigan points to us for forwarding.

**INTERCITY TRANSFER COMPANY**

General Forwarders and Distributors.

City Delivery.

Storage.

200-2-4 E. Jefferson Blvd.

South Bend, Indiana

(Members I. T. and W. A.)

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**Merchandise  
Distribution and Warehousing**

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:

American Warehousemen's Assn., Central Warehousemen's Club, American Chain of Warehouses.

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**Woodworth's Storage and Transfer Line**

**FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

Represented by

J. P. WOODWORTH

South Bend, Ind.

TERRE HAUTE, IND.

**STORE IN TERRE HAUTE**

We solicit your storage and distributing business, being located

In The  
Heart of  
Indiana's  
Jobbing  
Field



**Penn. R. R.  
Big Four  
C. & E. I.  
L. & N.  
AND  
C.T.H. & S.E.  
CONNECTIONS**

Terre Haute Warehouse & Storage Co., Terre Haute

The Men Who Distribute

**Jersey Cereals**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BURLINGTON, IOWA

## LOW FREIGHT RATES

To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Carloads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

**Mercer Transfer and Storage Company**  
Burlington, Iowa

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Pool Cars  
Distributors  
Household Goods  
Storage

Members of  
American Chain of  
Warehouses  
National Furniture  
Warehouses Association  
Illinois Warehouse Association  
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Careful Moving, Packing and Storing Household Goods  
Trackage.

**CALDER'S VAN & STORAGE COMPANY**  
Cedar Rapids, Iowa.



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Seven Warehouses—Fireproof and Non-Fireproof

Storage, packing, moving. Free switching to any warehouse. We handle pool cars for distribution. Members American Warehousemen's Association, Central Warehousemen's Club, National Furniture Warehousemen's Association.

THE BEST SERVICE AT LOWEST PRICES

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Phone 346

## Iowa Warehouse Company

General Warehouse and Transfer Business

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AUTOMOBILE STORAGE AND DISTRIBUTING

BRANCH HOUSE SERVICE  
Waterloo, Iowa

We are located on C. R. I. & P.—  
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& N. Rys.

180,000 Square Feet Floor Space



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Commercial Storage

Distributors—R.R. Trackage—Carloads a specialty.  
Prompt Service—No Congestion  
Missouri River Freight Rate Adjustments.  
Household Goods—Moved, Packed, Stored, Shipped.

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Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

Davenport, Iowa, member of American Chain of Warehouses, a guarantee of service, satisfaction and lowest prices, being a link of the Warehouse Chain—strictly fireproof Warehouse, located on trackage, in the heart of the wholesale and retail district, one to five blocks from all freight depots.

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Davenport, Iowa

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P. O. BOX 593

NO TASK TOO GREAT—NO ITEM TOO SMALL  
SERVICE FIRST

## Parsons Transfer and Storage Co.

1904 BROADWAY  
PARSONS KANSAS

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SOUTHWESTERN STORAGE AND DISTRIBUTING COMPANY

Best Distributing Point for the Southwest  
Warehouse 25,000 square feet floor space. Free switching privileges.  
A. T. S. Fe., C. R. I. P., Mo. Pac. Frisco, Orient and Midland Valley railroads.

General Merchandise Forwarding and Transferring  
Our Specialty.

Reference American State Bank, 428-432 N. Wichita Street  
Wichita, Kansas

The Men Who Distribute

## Climalene

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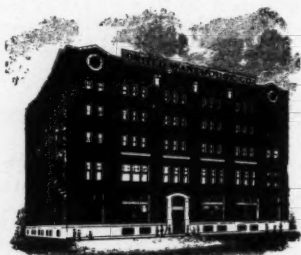
The Men Who Distribute

## Babbitt's Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## WICHITA, KANSAS

A. F. JONES, President  
A. S. PARKS, Vice-President  
J. H. BRUGH, Sec'y and Gen'l Mgr.



WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST



ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

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## SERVICE

EXCEPTIONAL personal service to all storage customers has been the keynote of our rapid growth in this section, "The Gateway to the South."

Unlimited storage facilities, private railroad sidings, center of Jobbing district, Automatic Sprinkler System, low insurance rates, makes ours an ideal storage Warehouse.

We make a specialty of Pool car distribution and reforwarding, handle all local shipments efficiently, store and distribute your merchandise quickly and economically, specializing on staple Food Products.

"Carry Your Spot Stocks Here" for Customers in this vicinity. Your patronage or inquiry is solicited.

**Pickrell & Craig Co., Inc.**  
FACTORS AND WAREHOUSEMEN

The Men Who Distribute  
**Frost Insecticide**

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and consult the Shippers' Index

## LOUISVILLE, KY.

**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city

Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce  
Louisville Public Warehouse Co.  
Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

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Offices 105 S. Hancock St.

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Moved, Packed, Stored, Forwarded

**AUTOMOBILE AND TRACTOR STORAGE**

Members I. F. W. A.

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Published by

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**1921 Edition**

Listing in convenient form for ready reference the warehouses in the United States. Giving information regarding facilities and railroad connections and other data invaluable to all those who use warehouses as consignees or for distribution.

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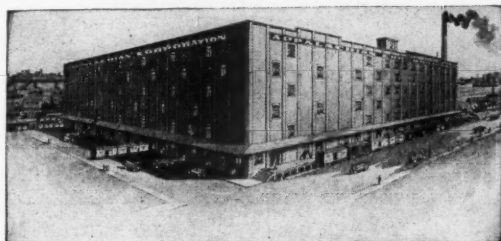
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239 West 39th St. New York City



NEW ORLEANS, LA.

# APPALACHIAN SERVICE



SPACE—STORAGE—DISTRIBUTION  
and FORWARDING  
To the WORLD'S COMMERCE  
Through the  
PORT OF NEW ORLEANS, U. S. A.

**STORAGE** We own the Largest Modern Public and Government Bonded Warehouse in the South. Contains 7,500,000 cubic feet, equal to more than 14 acres of surface storage facilities, caring for 3,000 carloads of material at one time. Our sidings have a capacity of 24 cars. Direct connection with all railroad and steamship lines entering New Orleans.

**DISTRIBUTION** Our facilities for giving our clients a Perfect Distribution Service are unequalled by any warehouse in the Southern States.

**FORWARDING** We maintain a well organized Freight Forwarding Department for both Import and Export business. We secure lowest freight rates, attend to validation of bills of lading, take out consular invoices, render customs service and deliver merchandise in proper time and condition to steamer or railroad.

FOR **SERVICE ADDRESS APPALACHIAN CORPORATION**  
INC. OF LOUISIANA

## SPECIAL

Our Negotiable Receipts are Current in all financial centers. When desired we assist. We also arrange Marine Insurance and Advances on Carload Shipments.

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"The City of New Opportunities"

ALEXANDRIA, LA.

## Carnahan's Transfer & Storage

Alexandria,

La.

Merchandise and Furniture Storage Distributors and Forwarders.

*Auto Truck Service*

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STORAGE—TRANSFER—SHIPPING

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"DISTRIBUTING AGENTS"

Consign Your Pool-Cars Direct to Us. We Handle Everything

"EXPERT SERVICE"

"LOW FIRE INSURANCE"

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THOS. H. VICKERY, President.

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Fireproof Wh's'e in rear

The Men Who Distribute

**Carter Inx**

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BALTIMORE, MD.

## FIDELITY STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted

MEMBERS

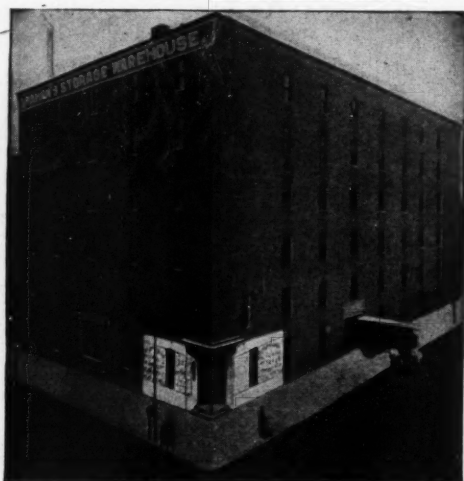
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**Baltimore's Modern Fireproof Warehouse**

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**Graham's Storage Warehouse***The Largest in Baltimore*

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800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

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**Distribution and Forwarding****Insurance Rate 15c****RAIL CONNECTIONS***Write For Full Particulars*

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**WAREHOUSE, Inc.**

**McCormick Building**      **Baltimore, Md.**

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**FIREPROOF WAREHOUSES****MOTOR EQUIPMENT**

**EFFICIENT SERVICE**  
**TO WAREHOUSEMEN**

*Members of*

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ESTABLISHED 1880

**T. G. Buckley Co.**

**Expert Packers and**  
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**BOSTON'S OLD RELIABLE FIRM**

**Modern Concrete Warehouse for**  
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**"Every Room a Fireproof Unit."**  
**Our Own Rug Cleansing Plant.**

30,000 ft. available space for merchandise storage.

**We can handle your Boston Business**  
**Efficiently**

OFFICE AND WAREHOUSE:

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Members N. F. W. A.

The Men Who Distribute

**Porter Screens**

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The Men Who Distribute

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### STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
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Charles River Stores, 480,000 sq. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

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Constitution Stores, 60,000 sq. ft. Battery Wharf, 88,000 sq. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

**GEORGE S. LOVEJOY, Manager, General Store Department.**

Main Office: 178 Atlantic Ave., Boston, Mass.

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Doesn't Jerk  
—it Pulls—a  
Steady Pull. Every  
ad Goes to Con-  
firm the one Be-  
fore it—to  
Strengthen the  
One That is to Fol-  
low and There's  
No Waste of Effort  
or Money. The  
Stayer Wins Every  
time.

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Direct Track Connection

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General Merchandise

George W. Blinn, Manager



**BOSTON, MASS.**

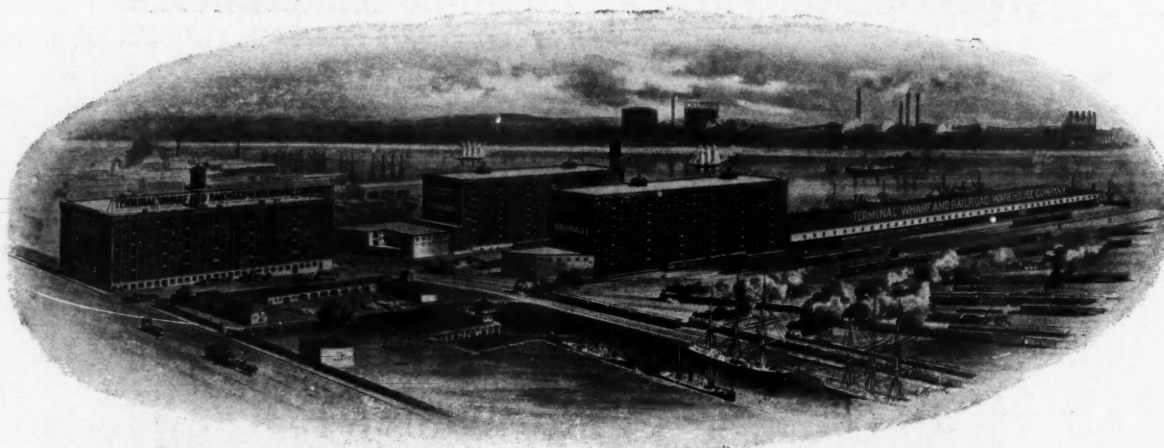
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**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

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**Storage of Wool, Cotton and  
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LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

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MYSTIC WHARF  
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**Fumigation of Foreign Cotton  
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

CARTAGE TO AND  
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AND BOAT LINES

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
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Reinforced Concrete Construction  
Absolutely Fireproof

Private Rooms For  
Household Goods, Pianos, Etc.  
General Storage Warehouse  
Merchandise—Distribution—Negotiable Receipts  
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**Brockton Fireproof Storage Co.**

Telephone Connection  
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When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
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**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.

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**Sheldon Transfer & Storage Co., Inc.**

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**SPECIALISTS IN POOL CARS**

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

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Park and Crescent Streets

**MODERN FIREPROOF  
WAREHOUSE**

B. & M. R. R. Siding

**We specialize in Mer-  
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Pool Cars or Spot Stocks,  
Yard Storage, New  
Autos, Trucks, Farm  
Implements and Ma-  
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**TRY OUR SERVICE**

**Heavy Haulage**

**Truck Service**

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Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

Low Insurance Rates

**Excellent Rail and Water Connections**

N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

**Distribution and Pool Car Shipments Solicited**

## SPRINGFIELD, MASS.

### Central Storage Warehouse Incorporated

HAVE THE BEST OF EQUIPMENT FOR HANDLING ALL KINDS OF SHIPMENTS

#### FIREPROOF FURNITURE STORAGE

Office: 315 Bridge Street Warehouse: 270 Liberty Street  
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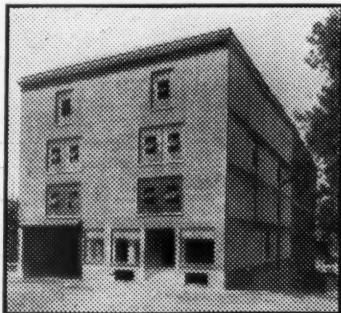
Pool Car Distribution of Merchandise.

Sales Rooms.

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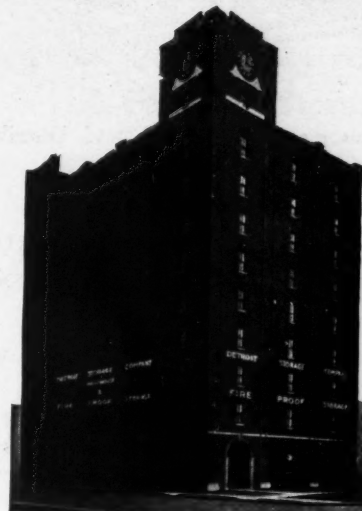
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DETROIT'S LEADING MOVERS.

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Main Office and Fireproof Warehouse

MOVING, PACKING, SHIPPING

MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,  
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## DETROIT, MICH.

## Detroit, Michigan

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CUSTOM HOUSE BROKERS EXPERT TRAFFIC SERVICE

50 Car Truck Space on M. C. R. R. and Grand Trunk  
Motor Trucks 1 to 10 Ton Capacity

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The

## Riverside Truck & Storage Co.

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Storage of Household Goods and Merchandise.  
Car Load Lots and less than Car Load Lots.

Private Railroad Track—Slidings on all railroads entering Bay City.  
Office & Warehouses:  
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## DETROIT, MICH.

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MOVERS

PACKERS

SHIPPERS

FIREPROOF STORAGE

EAST JEFFERSON AND GLOVER AVES.

DETROIT, MICH.

DETROIT, MICH.

**The Hassett Storage Co.**

INCORPORATED

**Warehousemen, Forwarders and Distributors**

MERCHANDISE STORAGE  
EXPERT TRAFFIC SERVICE  
MOTOR TRUCK EQUIPMENT  
PRIVATE RAILROAD SIDING

LOCATED ON MICHIGAN CENTRAL R. R. ACCESSIBLE  
TO ALL RAILROADS ENTERING DETROIT. 24 HOUR  
SERVICE ON OUT OF TOWN SHIPMENTS AND CITY  
DELIVERIES GUARANTEED

**"IN THE HEART OF DETROIT"****1749 TO 1751 LAFAYETTE BOULEVARD WEST**

Phones—Cherry 648 and 649

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R. B. Hassett, Pres.

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**READING CORPORATION****Largest Hauling Contractors  
in Michigan**

Incorporated 1910  
Investment \$200,000.00  
200 Draft Horses  
15 Motor Trucks

Carload Distributors and Com-  
mercial Warehousemen  
Machinery Movers, Riggers and  
Erectors

**Route your shipments over the following Railroads  
in our care:**

Pere Marquette Ry. Co.  
Wabash Railroad

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**THE ORIGINAL****Turner Cartage Company**

EST. 1880

**GENERAL WAREHOUSEMEN****MOVING—PACKING—SHIPPING****MOTOR TRUCKING—TEAMING****MACHINERY MOVERS—RIGGERS—ERECTORS****MAIN OFFICE:**

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FIREPROOF AND NON-FIREPROOF WAREHOUSES  
PACKING AND SHIPPING

746 Junction Avenue

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**Michigan Warehouse Co.****COMMERCIAL WAREHOUSEMEN  
AND CARLOAD DISTRIBUTORS**

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Office: 124 West Larned St., Detroit, Mich.

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Established 1895

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'Phone Cadillac 1714 and Cherry 1714

**STORAGE and GENERAL WAREHOUSEMEN****Fireproof Warehouse****CARLOAD LOTS and LONG DISTANCE  
HAULS****Machinery Moving—Motor and Horse Equipment****U. S. Customs Bonded**

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**C. & H. NIELSEN CARTAGE CO.****FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.**

Located in the Heart of the  
Milwaukee Junction Factory District.

**Clay Ave. and Russell St.****Detroit, Mich.****If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

THE SUBSCRIPTION PRICE OF

**Distribution & Warehousing**

IS

**\$2.00 A YEAR**

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find  
ideas and suggestions in any one issue  
which will make or save him a hun-  
dred times that amount is either ready  
for the millennium or is not looking  
for opportunities.



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# **LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN**



## **COLUMBIAN STORAGE & TRANSFER CO.**

Located within four blocks of all principal freight depots.

**GRAND RAPIDS, MICH.**

### **"INSTANT SERVICE"**

#### **MERCHANDISE WAREHOUSE ONLY**

We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## GRAND RAPIDS, MICH.

## **Most up-to-date Warehouse in Michigan**

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

### **General Merchandise Storage**

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse

Receipts Issued.

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### **Furniture Manufacturers Warehouse Co.**

505-511 Fulton St., West

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## GRAND RAPIDS, MICH.

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Storage household goods and merchandise. Seven warehouses with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.

**GRAND RAPIDS, MICH.**

## GRAND RAPIDS, MICH.

## **HELMUS BROTHERS**

LONG DISTANCE HAULING,

MOVING, PACKING AND STORING

FIREPROOF AND NON-FIREPROOF WAREHOUSES

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Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

## HIGHLAND PARK, MICH.

## **MARVIN SPRAGUE**

**STORAGE and CARTAGE  
MOVING, PACKING and SHIPPING  
EXPRESSING**

OFFICE AND WAREHOUSE

2170 HAMILTON BLVD.

HIGHLAND PARK, MICHIGAN

## JACKSON, MICH.

## **Jackson Storage & Trucking Co.**

409 to 425 Liberty St., Jackson, Mich.

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

General Distribution and Storage of Merchandise  
Railroad Sidings on all Roads Entering Jackson

## JACKSON, MICH.

## **Shaw Storage & Transfer Co.**

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.

**MOTOR TRUCK SERVICE**

**AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE**

## KALAMAZOO MICH.

## **Kalamazoo Storage & Transfer Co.**

430 N. Burdick St., Kalamazoo, Mich.

Merchandise storage and **DISTRIBUTION**

Household goods

**Storage**

Michigan Central R.R. Siding

**KALAMAZOO, MICH.****National Storage Company****KALAMAZOO, MICH.****301-311 East Water Street**

MERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE  
ABSOLUTELY FIREPROOF  
STORAGE—PACKING—SHIPPING

Pennsylvania R. R. Siding.

Member { National Furniture Warehousemen's Assn.  
American Chain of Warehousemen

**SAGINAW, MICH.****CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION****SPRINKLER SYSTEM**

Private Sidings M. C. R. R.

**SAGINAW, MICH.**Office  
N. Michigan Ave.**DULUTH, MINN.****SECURITY STORAGE & VAN CO.,****14 EAST MICHIGAN ST.**

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

**LANSING, MICH.****FIREPROOF STORAGE & TRANSFER CO.****430-440 N. Larch St.**

Central Michigan Distributing point for pool car shipments. We have the only modern fireproof warehouse in the city for storage of Household Goods, Merchandise and Automobiles. Private siding on P.M. Free connections with M.C., N.Y.C. and G.T. Railroads.

**MOTOR TRUCK SERVICE****If Your City Isn't Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**LANSING, MICH.****Lansing Storage Company**

Exclusive Household Goods Storage

Moving, Packing, Shipping

Motor Van Service for Inter-city Work

*"We know how"***412 No. Washington Ave., Lansing, Mich.****MINNEAPOLIS, MINN.**

ALL RAILROADS LEAD TO BOTH OUR FIREPROOF  
AND NON-FIREPROOF WAREHOUSES  
DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS

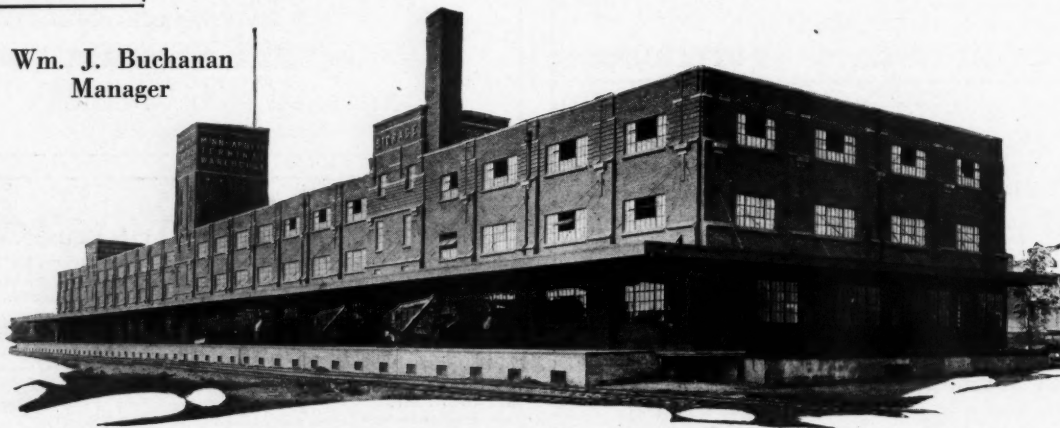
**TRUCK SERVICE***Regular Trips Between Twin Cities***Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

**MINNEAPOLIS, MINN.**

Wm. J. Buchanan  
Manager

**Give the Job to an Expert**

When your customer wires "Rush delivery" from St. Cloud or Alexandria, how long does he wait—how sure is he?

A spot stock in our warehouse assures him quick delivery. Shipment by our traffic experts gets the goods to him surely, and by the cheapest route.

To spread your goods through the rich Northwest, efficiently and economically, use our distribution service. Carloads become small shipments on our platform without drayage charges.

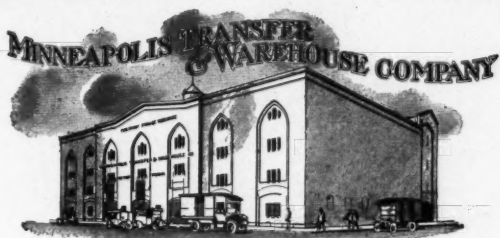
The small cost of our services is more than offset by the amount saved over long-distance control from your home office.

**Minneapolis Terminal Warehouse Company**

Mail address: Broadway and Ward Ave., N. E.,  
Minneapolis, Minnesota

Shipping address:  
Minnesota Transfer, Minnesota

## MINNEAPOLIS, MINN.

**FIREPROOF**

Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance Rate in Minneapolis.

**MOVING—PACKING—SHIPPING**

POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans.

## ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of*

**HOUSEHOLD GOODS**

## MINNEAPOLIS, MINN.

## SECURITY WAREHOUSE COMPANY

Established 1883

## MERCHANDISE STORAGE And DISTRIBUTION

For Minnesota and Northwestern States

**L. C. L. Shipments without  
Cartage  
Motor Truck Deliveries  
Located in heart of whole-  
sale district**

**Minneapolis**

## ST. PAUL, MINN.

**Your Patrons in this Territory  
Demand Quick Service**

*—let us help you give it to them.*

We are located at the junction of nine railroads, midway between the Twin Cities—insuring complete accessibility to and from every point.

L. C. L. shipping without carting.  
Motor Trucks for local deliveries.

Forty acres of ground. Six miles of trackage operated by our electric locomotives.

**Merchandise, Bonded and Cold  
Storage Industrial Sites**

## *The* CENTRAL WAREHOUSE COMPANY

## MINNEAPOLIS, MINN.

## Skellet Company

MINNEAPOLIS

*1,000,000 cubic feet*

**Fireproof Storage  
Merchandise and Household  
Goods**

We issue our own insurance, authoriz. by State Insurance Commission

**Bonded to the State of Minnesota for \$50,000**

## ST. PAUL, MINN.

## Kedney Warehouse Co.

*Commercial Storage and Forwarding*

**St. Paul Warehouse Minneapolis Ware-  
house, 8 to 22 Hen-  
9th and Broadway nepin Ave.**

**Private sidings and free switch connec-  
tions with all roads**

**Our own motor trucks operating in and  
between both cities.**



## ST. PAUL, MINN.

## St. Paul Terminal Warehouse Co.

Eighth, Ninth, Locust and Willius Streets  
St. Paul

Fireproof buildings of newest construction, equipped and organized to give warehouse service. Served by all railroads entering the Twin Cities. Merchandise exclusively.

**DISTRIBUTION—STORAGE—  
SPACE RENTALS**

Automatic insurance placed on receipt of your goods, if desired.

## JACKSON, MISS.

## RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding. Motor Truck Service.

The Men Who Distribute

## Fairy Soap

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

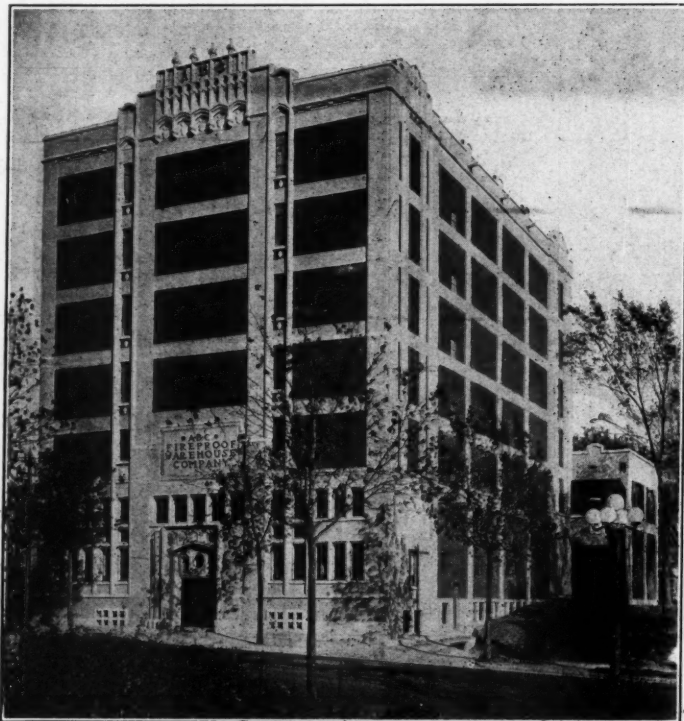
## KANSAS CITY, MO.



Groves of Kansas City will  
Handle your shipment, large or  
Small, with prompt and careful  
Efficiency—he'll please  
Your most cantankerous customer.  
Consign to GROVES, and you'll  
Find him a bear on reciprocity  
As well as good service.  
Collections immediately forwarded.  
Specializing on household goods  
And pianos. Large fireproof  
Warehouse. Make out that Bill of  
Lading to Groves Fireproof Warehouse  
Co., 31st and Highland, Kansas City.

# GROVES MOVES you right

## KANSAS CITY, MO.



OUR NEW WAREHOUSE

## Your Kansas City Shipments

consigned in our care will  
be handled with a degree of  
promptness and intelligence  
that will safeguard your own  
interests and give an added  
confidence to your customer.

Send Carloads to  
Track 5510 Kansas City Terminal

## A-B-C Fireproof Warehouse Company

— 4 Fireproof Warehouses 4 —

## A Well Informed Employee Is Your Greatest Asset

TO GIVE the service that your customers expect and are entitled to receive, it is essential that every department head in your organization have an intimate knowledge of modern warehousing.

This knowledge can best be imparted to the various men in your organization by having them read **DISTRIBUTION & WAREHOUSING** each month.

On the subscription list of **DISTRIBUTION & WAREHOUSING** are many prominent terminal, warehouse, manufacturing and transportation companies who receive regularly several copies of each issue for their general executives, traffic managers and other department heads.

The subscription price is only \$2.00 per year (\$2.50 west of the Mississippi). Dictate the letter now, giving us the names and addresses of the men in your company who should be receiving this publication each month.

### DISTRIBUTION & WAREHOUSING

239 West 39th St., New York, N. Y.

#### KANSAS CITY, MO.

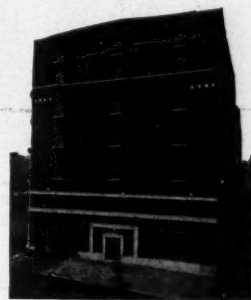
Fireproof Warehouse  
Convenient to All  
Freight Depots

Send your consignments in our care

Members of I. F. W. A.

**L. Leritz & Son**

2616-18-20 Warwick



Ins. Rate 23c

#### KANSAS CITY, MO.

HOMER L. FARR, Mgr.

**The Liberty Warehouse**

1225-7 UNION AVENUE

Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts. Motor Service.

The Men Who Distribute

**Columbia Graphophones**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

#### KANSAS CITY, MO.



Merchandise  
**STORAGE  
DISTRIBUTION**

North Kansas City Development Co.

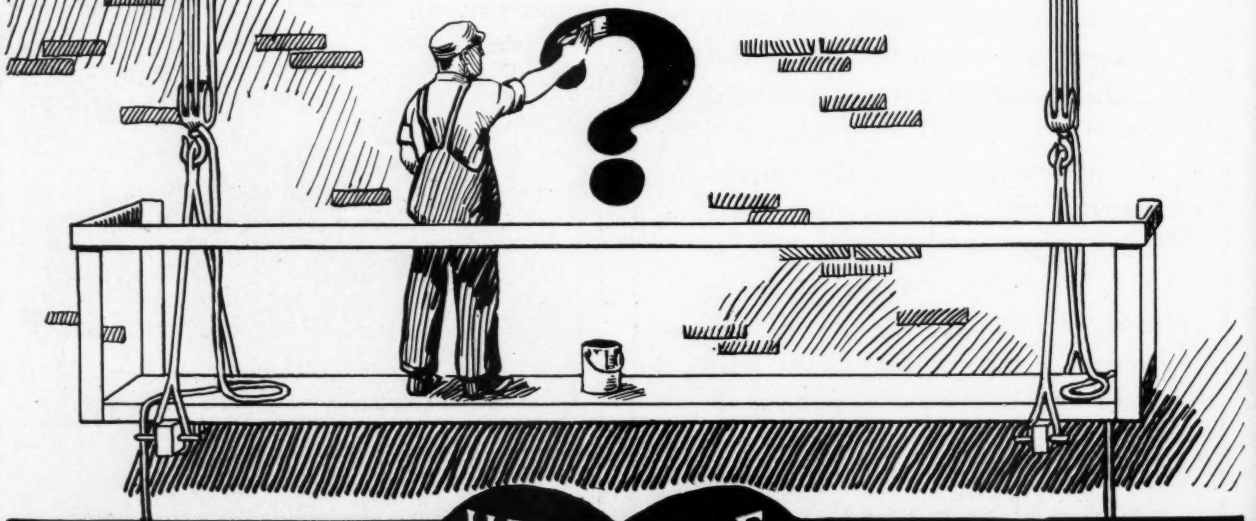
730 Railway Exchange

Kansas City, Mo.

# KANSAS

Do you know

that 26 per cent of the  
total railway mileage of the  
United States is in  
Kansas City's trade territory?





# CITY, MO.

**SOUTHWEST  
WAREHOUSE CORPORATION**

General Merchandise  
Storage

**CENTRAL  
STORAGE COMPANY**

Formerly -  
CLAGETT STORAGE & TRANSFER CO  
NEWBY TRANSFER & STORAGE CO

General Merchandise  
Storage

**BROKER'S OFFICE and  
WAREHOUSE COMPANY**

General Merchandise  
Storage

**EMPIRE STORAGE  
and ICE COMPANY**

Cold Storage  
and Merchandise

**ADAMS TRANSFER  
and STORAGE COMPANY**

General Merchandise  
Storage and Cartage

**D.A. MORR TRANSFER  
and STORAGE COMPANY**

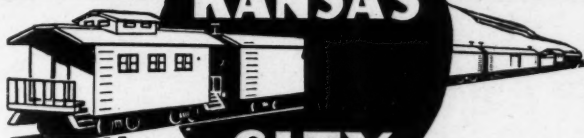
General Merchandise  
and Household Goods

**L. T. CRUTCHER  
WAREHOUSE COMPANY**

General Merchandise  
and Implement Storage

THROUGH

**KANSAS**



**CITY**

THE HEART OF AMERICA

## KANSAS CITY, MO.

**KANSAS CITY, MO.**

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

**Collections Made and Returned Promptly**

**38 Years in  
Business**

**Oldest Firm in  
City**

Member: National Furniture Warehousemen's Association

**PERKY BROS.**

Warehouse, 2431-33 Prospect      Branch Office, 217 E. 10th Street  
**AUTO VAN SERVICE**

## ST. LOUIS, MO.

**BEN A. LANGAN**

**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

**ST. LOUIS**

**Expert Movers and Forwarders of  
HOUSEHOLD GOODS**

**Our Auto Truck Service is Unexcelled**

## ST LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**The American Storage & Moving Co.**

**The J. Brown Storage Co.**

**The Langan & Taylor Storage & Moving Co.**

**The R. U. Leonori Auction & Storage Co.**

In the world of household goods warehousing,  
these words are synonyms—

**SAINT  
LOUIS  
MISSOURI**

**&**

**G E N E R A L  
W A R E H O U S I N G  
C O M P A N Y**

The Men Who Distribute

**Ivory Soap**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Tidewater Oil**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## ST. LOUIS, MO.

**THE GATEWAY  
TO THE WEST AND SOUTH**

**Columbia Terminals Co.**

*Especially Equipped to Handle*

*Distributed Cars*

*Storage*

*Baggage*

*Drayage*

**OPERATING**

**Ten Warehouses .**

**150 Teams**

**75 Motor Trucks**

**25 Tractors**

**100 Lapeer Semi-Trailers**

**WE LEASE MOTOR TRUCKS BY HOUR, DAY OR CONTRACT**

**15,000 TONS STORAGE CAPACITY**

**ST. LOUIS, MO.**

## The Stuff You Can't Buy- Enthusiasm

is given freely in good measure here.

We don't like to talk about service—the word's been murdered.

But everybody here likes his work, and puts all he's got into it. The difference shows up strongly in the results.

It's a fact that we can do the work faster, and with greater accuracy, than you'll find 'most anywhere else.

That's why such merchandise as Ivory Soap, Crisco, Beaver Board, Quaker Oats, Lipton's Teas, Rumford Baking Powder, P&G, the White Naphtha Soap, French Batteries, Arm and Hammer Soda, is distributed from our floors.

These leaders of business deal only with those who offer the utmost satisfaction. You, too, can have the same facilities.

### S. N. LONG WAREHOUSE CO.

St. Louis, Missouri

**SPRINGFIELD, MO.**

The Natural Distributing Point  
for the rich  
Ozark Mountain Territory

**SPRINGFIELD WAREHOUSE  
& TRANSFER CO.**

Capital \$100,000

Storage and Distribution of Merchandise and  
Four Warehouses Implements Low Insurance Rates  
Consignment of Pool Cars Solicited  
Modern Facilities for Moving, Packing and Shipping  
Furniture and Household Goods

**BILLINGS, MONTANA**

### Billings Warehouse & Trading Co.

Incorporated

204-216 North 21st Street

Branch House Service for  
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

**LINCOLN, NEBR.**

### Globe Delivery Co.

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

*Write us for explanation of Lincoln's advantages as a distribution center*

**LINCOLN, NEBR.**

**W**HEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution  
Household Goods Storage, Moving and Shipping

**STAR VAN & STORAGE COMPANY**

LINCOLN

NEBRASKA



OMAHA, NEBR.

## FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

**Exclusive Household Storage**

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { National Furniture Warehousemen's Association  
Central Warehousemen's Club

OMAHA, NEBR.

## GORDON FIREPROOF WAREHOUSE & VAN CO.

**Main Office:**

219 North 11th Street

Four warehouses on track,  
equipped with automatic  
sprinkler systems.

A c c o m m o d a t i o n s  
for brokers, jobbers, auto-  
mobile manufacturers, etc.

**Household Goods Packed,  
Stored and Forwarded**

**MEMBER:**

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

OMAHA, NEBR.

### "ADEQUATE FACILITIES WHEREVER GOODS GO"

We have every facility for handling  
whatever goods may be offered us

**OMAHA FIREPROOF STORAGE CO.**

16th and Leavenworth Sts.

Omaha, Nebraska

The Men Who Distribute

**Keystone Wire & Steel  
Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

OMAHA, NEBR.

**NEW FIRE PROOF BUILDING**

336,000 Square Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

**Mercantile Storage & Warehouse  
Company**

Omaha, Nebraska

*We Specialize in Merchandise Distribution*

OMAHA, NEBR.

### THE "CITY OF OPPORTUNITY"

Represented by the

**Pacific Storage &  
Warehouse Co.**

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

## OMAHA, NEBR.

**The Terminal Warehouse Co.**

Very centrally located.

702-712 So. 10th St., OMAHA

336,000 Square Feet

MERCHANDISE WAREHOUSING and  
FORWARDING

BROKERS' OFFICES AND SAMPLE SPACE

"SERVICE COUNTS"

We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

Special attention to Pool Car Distribution.

Consign your merchandise to us for prompt and efficient service.

## NEWARK, N. J.

Etab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**

80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor ServiceStorage of Household Goods  
Mdse., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

ESTABLISHED 1860

SHIP TO NEWARK'S LEADING  
FURNITURE and MERCHANDISE WAREHOUSE**KNICKERBOCKER STORAGE  
WAREHOUSE COMPANY**

JOHN MULLIGAN

PRES.

JAMES E. MULLIGAN

SEC. &amp; GEN. MGR.

MOVING, PACKING, DISTRIBUTING,  
SHIPPING, MOTOR EQUIPMENT

MEMBERS N. F. W. A. and N. J. F. W. A.

## NEWARK, N. J.

Phone 4370-1 Mulberry

Established 1882

**Mooney's Storage Warehouse**

34-35-37 Van Buren St. 556-555 Market St.

NEWARK, NEW JERSEY

We Store and Distribute Merchandise Only

## MANCHESTER, N. H.

**I. BONNIN & SON  
STORAGE WAREHOUSE AND  
GENERAL TRUCKING**

325 ELM STREET

## NEWARK, N. J.

**Park Avenue Storage Company**359-365 Park Avenue, Newark, New Jersey  
Furniture and Warehouse Storage, Reinforced Concrete  
Buildings, on D., L. & W. R. R.

Inquiries solicited for storage and distribution.

Member New Jersey Association

## ATLANTIC CITY, N. J.

**ELDREDGE EXPRESS and STORAGE  
WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue

Inter-City Auto Service

Heavy Hauling

Railroad  
Siding and  
Storage YardStorage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## NEWARK, N. J.

ESTAB. 1890

MOTOR VANS

Members, N. J. F. W. Ass'n, N. F. W. Ass'n.

**DANIEL RUDER, INC.**IRONBOUND STORAGE WAREHOUSES  
113-125 NEW YORK AVE.Packing and Shipping  
Our Specialty

H. H. G. Exclusively

**Pick Your  
Consignee**from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## NEWARK, N. J.



## MERCHANDISE STORAGE

Pool car distribution. Westbound consolidated cars. Warehouses served with siding connection from Lehigh Valley Railroad. Cars unloaded direct to buildings. Low insurance rate.

We operate our own fleet of trucks. Owing

to the layout of our plant we are able to render prompt and efficient service. Newark, N. J., is an Ideal Distribution Center. We are members of the Chamber of Commerce, Rotary Club, Traffic Club of Newark, N. J., and the American Warehousemen's Association.

**LEHIGH WAREHOUSE & TRANSPORTATION CO., Inc.**  
118 Frelinghuysen Ave., Newark, N. J.

## TRENTON, N. J.

**Jefferson**  
**Safety Storage Warehouse Company**  
Jefferson and Ewing Streets

General merchandise storage and distribution.  
Pennsylvania Siding.

Motor Express covers Trenton and all points  
within radius of 20 miles.

An efficient organization catering to manufacturers who want real service.

May we serve you?

## ALBANY, N. Y.

**SECURITY**  
**STORAGE & WAREHOUSE CO., INC.**  
Jas. G. Perkins, Custom House Broker  
1 DEAN STREET  
Storage, Transferring and Forwarding  
Direct Track Facilities Pool Car Distribution

## BINGHAMTON, N. Y.

**MOLLEN TRANSFER & STORAGE CO.**  
—P. O. Box 872—  
TWO WAREHOUSES  
SIDING ON ERIE WE SPECIALIZE IN  
Merchandise Distribution—Pool Cars—also all classes Transfer Work.  
Members—Chamber of Commerce—Illinois and New York  
Furniture Warehousemen's Association.  
American Warehousemen's Association.

## TRENTON, N. J.

**Petry**  
**Express & Storage Co.**  
(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

**JOHN B. SOUTHEE**  
STORAGE WAREHOUSE AND VAN OFFICE  
MOVING AND TRUCKING OF ALL KINDS  
178 STATE STREET  
Office Phone 1366  
House Phone 1799  
Residence,  
60 Moeller St.

The Men Who Distribute  
**Crystal Domino Sugar**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## BINGHAMTON, N. Y.

# BINGHAMTON N. Y.

As an Ideal Distribution Center  
Also

As an Ideal Stop-Off for Grain  
and Grain Products, Export or  
Domestic

We Specialize on Large Con-  
signments, General Merchan-  
dise Storage, Warehousing and  
Distributing

CORRESPONDENCE SOLICITED

## WESTERN NEW YORK STORAGE WAREHOUSE

## BROOKLYN, N. Y.

*Lighterage  
Limits*

*Free and Bonded  
Warehouses*

## BOWNE-MORTON'S STORES, Inc.

GOWANUS BAY

BROOKLYN, N. Y.

Office:  
611 Smith Street

Warehousemen  
and  
Forwarders

## BRONXVILLE, N. Y.

### Gramatan Warehouse

New, Modern and Up-to-Date Furniture Warehouse  
**ABSOLUTELY FIREPROOF**

When sending shipments to Bronxville, ship to the  
**GRAMATAN WAREHOUSE**

**Packing—Moving—Storage**

R. R. Siding on N. Y. Central Railroad.

F. B. VALENTINE  
Manager

N.Y.F.W.A.  
N.F.W.A.

TELEPHONES:  
DAY—Bronxville 1456  
NIGHT—Hillcrest 5328-M  
V.O.A.

## BROOKLYN, N. Y.

### CHAMBERS EXPRESS WAREHOUSE

Let Us Be Your Greater New York Distributors.  
We Do Anything a Truck Does.

928 Coney Island Avenue BROOKLYN, N. Y.

The Men Who Distribute

**Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BROOKLYN, N. Y.

Cable Address, *Jenkins*  
Western Union

Long Distance Phones  
3100-3101-3102 Bedford



**ABSOLUTELY FIREPROOF  
Long Island Storage Warehouses**

Nostrand and Gates Avenues  
BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

**Try shipping this way. We know**

BROOKLYN, N. Y.

Established 1890

## When Shipping Your Household Goods

To or From Brooklyn

Have It Done Right—And Right Means By

# HARRAGAN'S

Storage Warehouse, Inc.

Storing—Packing—Moving—Shipping

244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern District Terminal, Brooklyn

POOL CARS DISTRIBUTED

BROOKLYN, N. Y.

Established 1889

## Chas. D. Strang's Montauk Storage Company

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care. Both your customers and yourself will receive prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

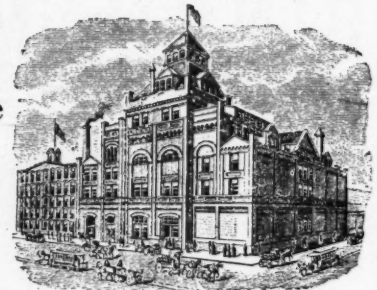
S. F. W. A.

BROOKLYN, N. Y.

"In the Heart of the Shipping District"

## Wallabout Merchants Warehouse Co., Inc.

LISTED,  
FREE and  
BONDED



Office:

414 Flushing Ave., Brooklyn, N. Y.

Phones 64 and 65 Williamsburg

New York Office: 338 Washington St.

Phone 1521 Franklin

Greenpoint Office:

Vandervoort Ave., Withers and Jackson Sts.

Wallabout Basin Storage Co., Inc.

Office, 1212 Metz Street

"On the Water Front"  
Phones 3282 and 3283 Williamsburg

Forwarding, Storage, Carting,  
Lightering, Weighing, Etc.  
Tobacco Inspection Warehouse  
Guaranteed Sampling by Experts

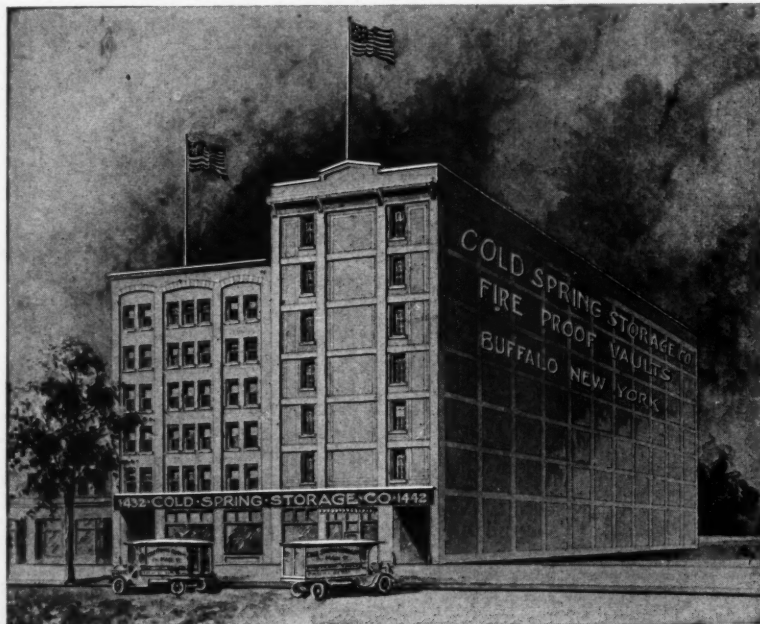
WAREHOUSES:  
400-414 Flushing Ave. 2-20 Skillman St. 21-35 Franklin Ave.

OFFICERS:

George Dressler, President L. J. Lippmann, Treasurer  
Henry Hemmerdinger, Vice-Pres. M. G. Michaels, Secretary  
Manasseh Miller, Counsel H. N. Cohen, Manager

BUFFALO, N. Y.

We offer the MOST complete SERVICE Buffalo and vicinity



EXPERTS in storage, moving,  
packing and shipping house-  
hold goods of every description.

Members of Buffalo Chamber of Commerce, National Furniture  
Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

## Cold Spring Storage Company, Inc.

J. W. Powell, President and General Manager  
J. W. Powell, Jr., Secretary and Manager

After

25 Years' Efficient Service  
We have recently completed a

SEVEN STORY

"UP TO DATE"

## FIRE PROOF WAREHOUSE

The best in existence to-day; the last  
say in storage warehousing up-to-the-  
minute.

NOW

With our trained corps of experienced  
and expert workmen, our five ware-  
houses, our large fleet of auto moving  
van trucks, and unequalled facilities

WE ARE AT YOUR SERVICE

and solicit your Buffalo shipments.

## BUFFALO, N. Y.

**BUFFALO**  
**STORAGE & CARTING COMPANY**  
 STORAGE, TRANSFER AND  
 FORWARDING  
 Warehouse on New York Central Tracks

## BUFFALO, N. Y.

**O. J. GLENN & SON**  
 Everything in the Line of Moving,  
 Carting, Packing, Storage  
 OFFICE: 204 TERRACE STREET

## BUFFALO, N. Y.

**LEONARD WAREHOUSES, INC.**  
 157-167 Georgia St. 73-93 Front Ave.  
*Household Goods stored, packed  
 and shipped by experienced men.*  
**BUFFALO AND DETROIT**

## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.**  
**"SERVICE"**  
 In distribution of goods for National Merchandisers.  
 286-308 Elm St., Buffalo, N. Y.

## ELMIRA, N. Y.

**We Offer the Most Complete  
 Service in Elmira and  
 Vicinity**

**Service Our Middle Name**

**BEST DISTRIBUTING POINT**  
 in Western New York and Pennsylvania  
 Three Warehouses, 75,000 square feet  
 floor space, can accommodate 150 cars  
 of merchandise.

Free switching privileges, D., L. & W.,  
 Erie, Penna. and L. V. Railroads.  
 Switch enters building; can load and  
 unload under cover.

General Merchandise and Storage. For-  
 warding and Transferring a Specialty.  
 Competent help in office and warehouse.  
 We can be used as a branch house at no  
 extra expense.

We do our own trucking.

**ELMIRA**  
**STORAGE AND SALES**  
**COMPANY**

## ELMIRA, N. Y.

**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
 Erie, Pa., L. V. railroads.

**DISTRIBUTING AND WAREHOUSING**  
 Best Warehouse in the Southern Tier.  
 Low insurance.

Reference: Second National Bank,  
 Chemung Canal Trust Co.  
 and many mercantile houses.

**JOSEPH BIMBERG SONS**  
 Elmira, N. Y.

## FLUSHING, N. Y.

**Blackham Storage & Trucking Co.**  
 INC.

We do a general storage, moving, carting and  
 packing business covering Flushing and  
 Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## MT. VERNON, N. Y.

**MAKE YOUR MT. VERNON, N. Y., SHIP-  
 MENTS IN CARE**

**CHAS. L. CARBREY**

Member, N. Y. Furniture W'h. Ass'n.  
 Nat'l. Furniture W'h. Ass'n.

## NEW YORK, N. Y.

Main Office  
 221 West Broadway

Tel.  
 Franklin 0406

**Adriatic Warehouse Corp.**

**Storage for General Merchandise**

**221-223 West Broadway**

**5-7 White Street, New York**

## NEW YORK, N. Y.

**"Every Room is an Actual Vault"**

**Atlas Fireproof Storage  
 Warehouse Co.**

**157 159 West 124th Street (near Seventh Ave.)**

Moving—Packing—Storing—Shipping  
 A terminal of every railroad in immediate  
 vicinity. Bill "Harlem Terminal." Auto-  
 mobiles taken in dead storage.

Consign your shipment to us for proper  
 attention.

**NYFWA**

**VOA**



## NEW YORK, N. Y.

**Baltimore & Ohio Stores, Inc.**

S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.

MOST CENTRAL LOCATION IN NEW YORK.

SERVICE, PROMPT AND EFFICIENT.

B. &amp; O. R.R. TRACKS RUN INTO WAREHOUSES.

CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY

PLANNED FOR HANDLING FOODSTUFFS.

REASONABLE STORAGE RATES.

Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

The Men Who Distribute

**Palmolive Soap**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

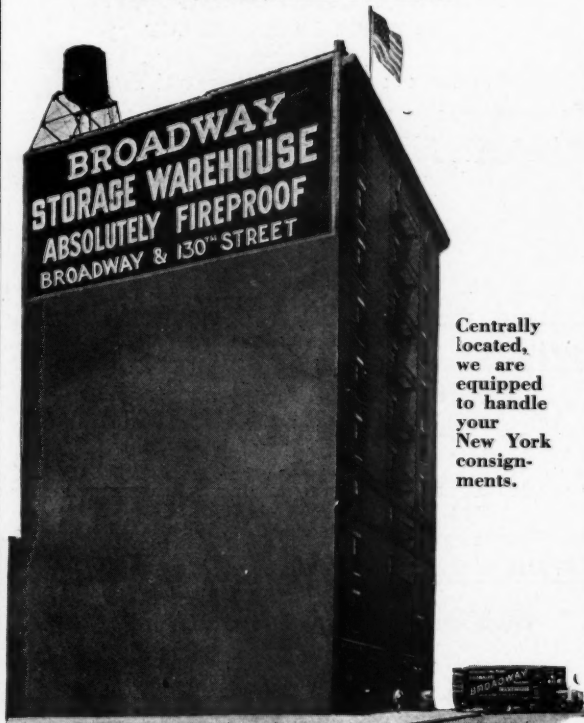
The Men Who Distribute

**Konstructo Toys**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW YORK, N. Y.

**HOUSEHOLD GOODS**

STORED, MOVED, PACKED AND SHIPPED

Centrally  
located,  
we are  
equipped  
to handle  
your  
New York  
consign-  
ments.

## NEW YORK, N. Y.

**THE BRONX REFRIGERATING COMPANY**

520-536 Westchester Ave.

New York City



With 2,000,000 cubic feet of general and cold storage space, we offer the most economical service for handling of all kinds of merchandise and food products.

Location, fire-proof construction, low insurance, a 12-car switch and trucking service, all combine to make a money-saving proposition for storers of goods destined for retail or wholesale distribution.

We are in the center of the world's largest consuming population. We are now patronized by a number of the largest distributors in the country. Why not by you?

NEW YORK, N. Y.

Established Forty Years



## CAMPBELL STORES

Warehousemen and Truckmen

Hoboken, New Jersey

Just across the river from New York City.

Distribution of Club Cars of Paper a Specialty

Members of American Warehousemen's Association  
American Chain of Warehouses  
Port of New York Warehousemen's  
Bureau of Information, Etc.

NEW YORK, N. Y.

*We solicit*

### Your New York Territory Business

Located in the busiest section of the world's largest city and having access to all steamship piers and railroad terminals, we are in a favorable position to give your clients quick, reliable and efficient service on all shipments.

We make prompt collection and remittance of your charges.

STORAGE—of general merchandise  
—Tea Bonded Warehouse

CARTAGE—A large fleet of motor trucks always at your service.

SAMPLING—We employ experienced samplers on all kinds of merchandise

Receiving—  
Packing—  
Distributing—  
Warehousing—

We Also Handle  
the Grinding of  
Shellac—Soda—  
Gums

(Output capacity  
per day—8 to 10  
tons)

## East Coast Warehouse Co., Inc.

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
President

C. R. DUNCAN  
Secretary-Treasurer

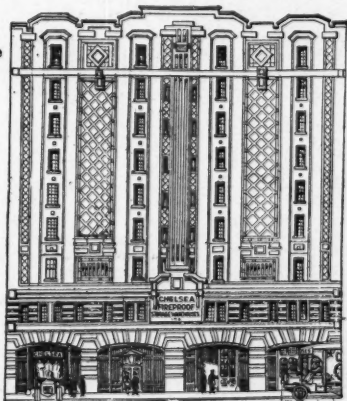
NEW YORK, N. Y.

## Chelsea Fireproof Storage Warehouses, Inc.

COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping, Express  
and General Trucking

Ship to the  
Chelsea



Equipped  
for prompt  
service.

Our Harlem Warehouse

## Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

Members of  
New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

NEW YORK, N. Y.

Consult Our Traffic Dept.  
For Export and Distribution

## Exporters Warehouse Co.

General Offices

53 Jay Street, New York City

Eight centrally located stores on Manhattan Island.  
Free—Tea Bonded and General Bonded.

NEW YORK, N. Y.

## GHIANDELL & CASALE TRUCKING AND WAREHOUSING

(Bonded License No. 1309)

Main Office:  
No. 31 Perry Street  
Phone Chelsea 2960

Branch Office:  
No. 407 W. 13th Street  
Phone Chelsea 4656

The Men Who Distribute

## Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

NEW YORK, N. Y.



## HARLEM STORAGE WAREHOUSE CO. INC.

211 East 100<sup>TH</sup> St., New York City  
Telephone LENOX 850-9508.

Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.

NEW YORK, N. Y.

Established 1905

## Highbridge Van Co., Inc.

STORAGE WAREHOUSE

Consign your New York shipments to us for proper attention.  
1865 Amsterdam Ave. 165 West 165th St.

NEW YORK, N. Y.

## Independent Warehouses

Incorporated

415-427 Greenwich Street, New York

Fourteen storage warehouses, *bonded and free*, in the Metropolitan District of New York, with more than 1,000,000 square feet of floor space—situated near the more important railway and steamship terminals.

*Special Services*—Automatic Insurance; Insured Warehouse Receipts; Inspection, Appraisal, Sale and Liquidation of merchandise.

NEW YORK, N. Y.

## Julius Kindermann & Sons

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

NEW YORK, N. Y.

Tel. Longacre 491

Edward Keegan, Prop.

## Long Acre Express and Van Co.

Storage Warehouse

Moving, Trucking, Packing and Shipping

Motor Vans

408-410 WEST 47th STREET

Bet. 9th and 10th Aves.

N. F. W. A.

New York

NEW YORK, N. Y.

## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors—Motor Service

Adjacent to all Bronx Terminals. Economic and Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.



## MORGAN & BROTHER

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING

STORAGE

PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed and Shipped to All Parts of the World*

230 - 232 - 234 - 236 WEST 47th STREET

TELEPHONE  
0052 BRYANT

Times Square

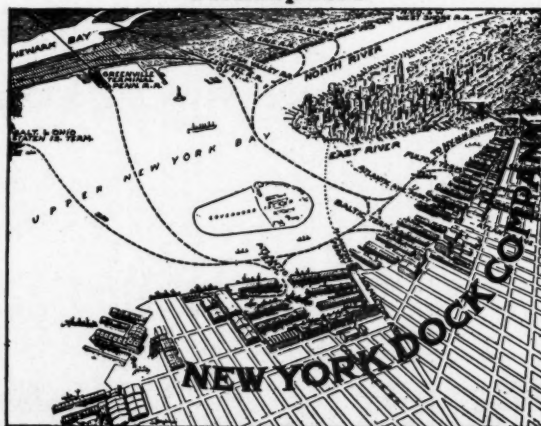
Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York

NEW YORK, N. Y.

## Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere



Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS  
3 RAILROAD TERMINALS

*Buildings for lease with lightering and railroad facilities*

## NEW YORK DOCK COMPANY

44 Whitehall Street, New York  
Calendar showing map of New York Harbor sent on request



NEW YORK, N. Y.

# PROGRESSIVE WAREHOUSES INC

## Free and Bonded Storage

We can handle your distribution. Direct delivery service throughout New York and vicinity.

LOWEST INSURANCE RATES IN NEW YORK

407-411 Greenwich St. 533-537 West 48th St.  
166-172 Perry St. 15-17 Hubert St.

NEW YORK, N. Y.

## H. W. ST. JOHN & CO.

37 Pearl St., New York

## STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods

Largest Distributors of Proprietary Medicines in New York City

Domestic and Foreign Re-shipments

EXPORT FREIGHT BROKERS

Established 1902

NEW YORK BOSTON MONTREAL

NEW YORK, N. Y.

## Santine Storage Warehouse Co.

Direct Siding, N. Y. C. R. R. Consign to us Claremont Station, 172-173rd Street. We are equipped to handle both household goods and merchandise. Our location enables us to cover the Bronx and Manhattan most economically, and effectively. **Packing—Shipping—Moving.**

632 EAST 169th STREET.

NEW YORK, N. Y.

# IF YOU

Want Pool Car Distribution Service

Want a Distributing Warehouse

Want a Delivery Service in Greater New York

Consult Our Western Manager

DANIEL P. BOEHM, JR.

236 North Clark St., Chicago, Ill.

SHEPARD WAREHOUSES

159 Hudson St., New York

NEW YORK, N. Y.

A Room for Every Load of Furniture

## The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto

Packing—Shipping—Crating

Members of  
National Furniture Warehousemen's Association  
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

# WARWICK-THOMSON CO.

## Transfer

## Forwarding Agents and Warehousemen

Main Office: 600 West 34th St., New York City

**Railroad-Freight.** Out-of-town Shippers of Car Loads to New York, consigned to one or more firms, can ship in care of WARWICK-THOMSON CO. and PROMPT DELIVERY and SATISFACTORY SERVICE will be guaranteed. We will re-ship your goods for suburban delivery by the BEST and CHEAPEST LINES.

**BEST FACILITIES OF ANY FORWARDING AGENT IN NEW YORK CITY.**

**WAREHOUSES.** Charges reasonable and Insurance Rates Low. Merchandise can be stored with us and delivered or shipped as per order, giving out-of-town firms same advantages for quick delivery as if they had warehouses in New York City.

Correspondence solicited.

## NEW YORK, N. Y.

To insure quick delivery and lowest handling expense consign all New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal; Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## NEW YORK, N. Y.

**Willoufred**  
**WAREHOUSES**  
Inc.

### General Merchandise Storage

665-73 11th Ave. and 601-03 W. 48th St.  
New York City

## NIAGARA FALLS, N. Y.

### WILLIAM YOUNG

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

The Men Who Distribute  
**Aunt Jemima Pancake  
Flour**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

### Blanchard Storage Co., Inc.

Storage Moving HOUSEHOLD GOODS Packing Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

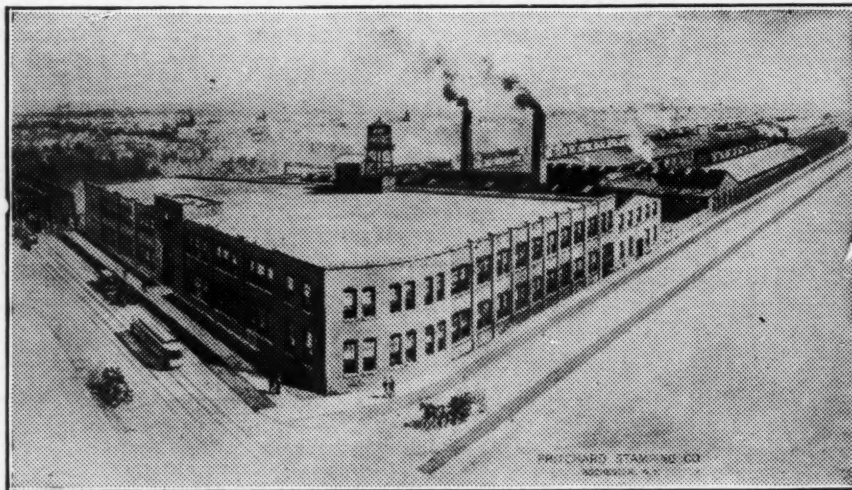
### MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

## ROCHESTER'S LARGEST WAREHOUSE



Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

**Storage for  
General  
Merchandise  
and Household  
Goods**

750 CARLOAD CAPACITY

Connections with All Railroads Entering City

Direct Switch Running Into Buildings

Local and Long Distance Hauling and Distribution

"Same Day Service"

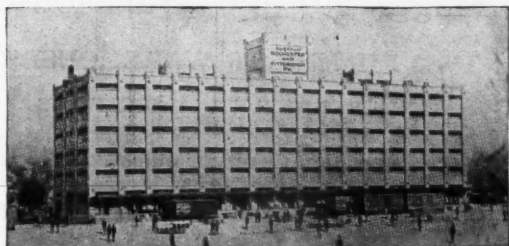
Buildings Fully Equipped with Sprinkler System

### PRITCHARD STORAGE & WAREHOUSE COMPANY

East Main Street & N. Y. C. R. R.

Rochester, N. Y.

## ROCHESTER, N. Y.



## General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results.*

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President  
Rochester, N. Y.

## ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses  
Two Non-fireproof Warehouses  
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

## ROCHESTER, N. Y.

## ROCHESTER CARTING CO.

Members New York Warehousemen's Association  
Distributors of Car Load Freight  
Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses  
162-164 ANDREWS STREET

## SCHENECTADY, N. Y.

## Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

**NEIL F. RYAN**

*We Move Anything Anywhere*

Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and  
Vans. Local and Long Distance Hauling.

## SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**

The Men Who Distribute

**Quality Brands**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## SYRACUSE, N. Y.

The  
**Central City Storage & Transfer Co., Inc.**

WILL FURNISH YOU

Satisfactory **Storage Distribution** Service

AT

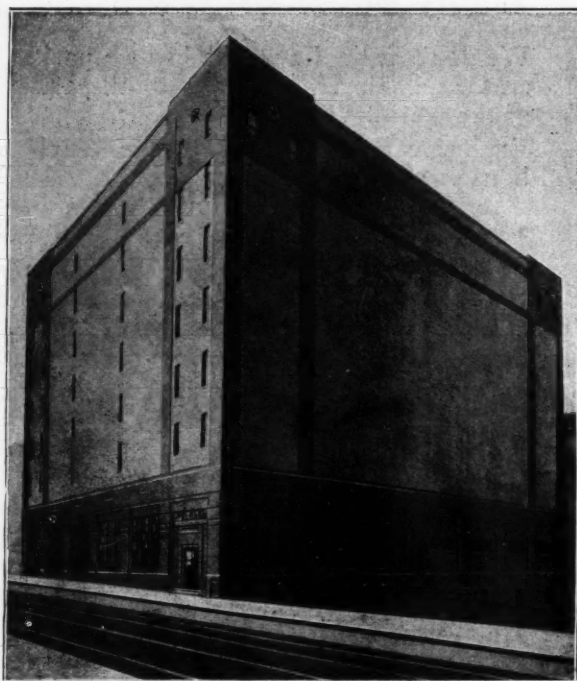
**SYRACUSE, N. Y.**  
PLUM & WILKINSON STS.



SYRACUSE, N. Y.

## GREAT NORTHERN WAREHOUSES, Inc.

*The Warehouse That PUT SERVICE  
in Warehousing at Syracuse*



Syracuse is the logical reservoir from which to make central New York distribution—

Because Great Northern Warehouses, Inc., have the facilities for storage and distribution in connection with the excellent transportation facilities for shipment by rail and motor truck.

Syracuse is a market from which two million people can be fed, clothed, housed and maintained in business.

Great Northern Warehouses, Inc., can place your product with these people to the best advantage.

**350-360 West Fayette Street  
Syracuse New York**

SYRACUSE, N. Y.

## Flagg Storage Warehouse

### TWO FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANDISE  
and HOUSEHOLD GOODS

We are in position to render quick and efficient service.

Centrally located to all jobbers and freight houses.

Correspondence Solicited.

100 Townsend St.,

Syracuse, N. Y.

SYRACUSE, N. Y.

## King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station



### COMMERCIAL and FURNITURE STORAGE PRIVATE RAILROAD SIDINGS

#### DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

#### HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

The Men Who Distribute

## United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

## Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

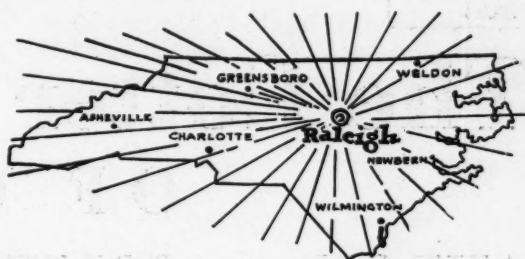
## SYRACUSE, N. Y.

**Always Ready to Serve and Satisfy****Syracuse Furniture & Forwarding Co., Inc.**  
270-272 James St.Better Than Bank Service on Collections  
Up-to-the-Minute Service**MOVING PACKING SHIPPING STORAGE**

Sixteen years of satisfactory, progressive and efficient service in Syracuse enables us to give the best at the least expense.

**SYRACUSE SHIPMENTS MADE IN OUR CARE WILL BE HANDLED RIGHT**Centrally  
Located  
to all  
Freight HousesSiding on  
New York  
Central for  
handling car-  
load shipments.

## RALEIGH, N. C.

**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

**CAROLINA**  
STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

## UTICA, N. Y.

**Consign Utica Shipments**  
to**JONES-CLARK TRUCKING AND STORAGE CO., Inc.**

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. &amp; W., N. Y. O. &amp; W.

## AKRON, OHIO

**Akron Warehouse Company**211-215 S. Broadway  
AKRON, OHIO

Two Large Warehouses

Railroad siding at each warehouse

Pool and Club Car Distribution

Household Goods and Merchandise

Motor Truck Equipment

W. W. Sharp, President M. A. Gardner, Manager

## CHARLOTTE, N. C.

**UNION STORAGE COMPANY**General Warehousemen  
Merchandise Distributors  
Manufacturers' Agents

CHARLOTTE, N. C.

Center of Southern Textile Field  
Population Nearly 5,000,000 in 150-Mile Radius

The Men Who Distribute

**Pepsin Syrup**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**Pick Your  
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

AKRON  
COLUMBUS } OHIO  
MANSFIELD }

# The Cotter Warehouses OF OHIO

## AKRON — COLUMBUS — MANSFIELD

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

### THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. &amp; O., Erie &amp; Penna. R. R. Sidings

Motor Vans

Packing

### THE W. LEE COTTER WAREHOUSE CO.

COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

### THE COTTER TRANSFER & STORAGE CO.

MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING



## CANTON, OHIO

**The Canton Storage Co.**

318 Cherry Ave., N. E. CANTON, OHIO

**"WE DELIVER EVERYTHING."****TWO LARGE WAREHOUSES  
ABSOLUTELY FIREPROOF.****MERCHANDISE & HOUSEHOLD  
GOODS STORAGE.**Car load lots and less than car load lots re-  
ceived, checked, distributed and forwarded.

Served by all Railroads Entering Canton

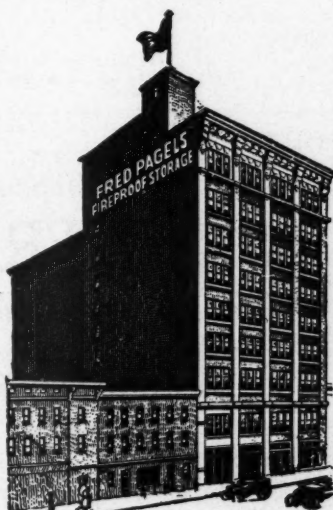
## CANTON, OHIO

**The Cummings Storage Co.**Cor. 4th and Walnut St., S. E.  
CANTON, OHIO**General Merchandise, Distribution and  
Household Goods Storage.****Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.**Unsurpassed facilities for handling pool car and  
car load shipments.**Railroad Sidings  
Logical Distributor for this Section**

## CINCINNATI, OHIO

**FRED PAGELS****Fireproof and Non-Fireproof****Business Established in 1867 and built up by  
A SERVICE THAT SATISFIES****Prompt Deliveries by Motor  
Complete Transfer Facilities**Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.

## CINCINNATI, OHIO

**THE GATEWAY OF THE SOUTH**

CONSIGN TO AND STORE YOUR CARS OF

**Oils — Greases — Lubricants — Inks — Colors  
— Liquid Chemicals — Varnishes — Compounds**and other commodities of this nature put up in tight cooerage,  
in our cool cement cellars. Low rates. Excellent service.**The Baltimore & Ohio Warehouse, 918 W. 5th Street**

## CINCINNATI, OHIO

**"STACEY FIRST"****SERVICE****FIREPROOF AND NON-FIRE-  
PROOF WAREHOUSES****MODERN MOTOR  
VAN EQUIPMENT****RELIABILITY**Established 1891 Investment \$250,000  
Your interests carefully protected**STACEY STORAGE CO.**

2333 Gilbert Avenue

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-  
loads for out of town firms. Warehouse on Pennsyl-  
vania Railroad. Motor Truck and Team Service.**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

## CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to

**THE ZEIGLER-SCHAEFER CO.**

2941-43 EASTERN AVE.

SIDING ON PENNSYLVANIA LINES

Moving - Storage - Packing - Shipping  
Efficient and Courteous Service  
Prompt Remittances  
COMPLETE MOTOR TRUCK EQUIPMENT

The Men Who Distribute

**Buck's Stoves and Ranges**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

CLEVELAND, OHIO

**THE CENTRAL STORAGE WAREHOUSE CO.,**

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCHANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS  
 LET US SERVE THEM AS THEY SHOULD BE SERVED

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.

OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.

—WE CONSERVE YOUR INTERESTS—

CLEVELAND, OHIO

## THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution  
 and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES  
 Sprinkler System

3 Warehouses, Private Siding,  
 C. C. C. & St. L. R. R.

CLEVELAND, OHIO

## THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets  
 CLEVELAND, OHIO

MERCANTILE STORAGE AND  
 GENERAL TRUCKING

Low Insurance  
 Sprinkler System

Private Siding on  
 C. C. C. & St. L. R. R.

Pool Cars for Distribution  
 Motor Truck Service

CLEVELAND, OHIO

Ship Through

## LEDERER Terminal Warehouse Co.

1,200,000 Cubic Feet Mercantile Space  
 Private Siding, Erie R. R.

Storing — Distributing — Forwarding

"We Make Your Interest Ours"

Offices, Forest City Bank Bldg.

# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

The  
LAKEWOOD FIRE-  
PROOF STORAGE CO.

14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

JOHN BECKER  
Fireproof Storage

2055 W. 41st STREET

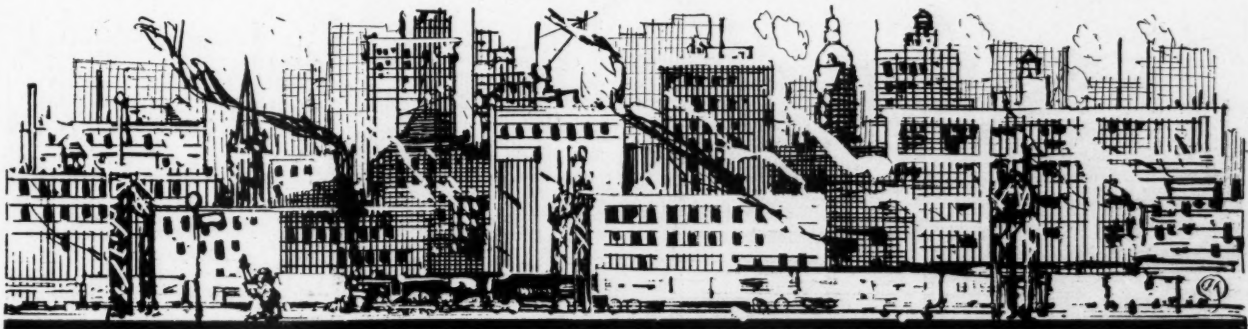
The  
ANDREWS FIREPROOF  
STORAGE CO.

6802 LEXINGTON AVE.

The  
GARFIELD MOVING  
& STORAGE CO.

9204 BUCKEYE ROAD

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION





# Cleveland

**MEMBERS OF NATIONAL FURNITURE**

**The  
KNICKERBOCKER  
STORAGE CO.**

7724 DETROIT AVE.

**The  
LINCOLN FIREPROOF  
STORAGE CO.**

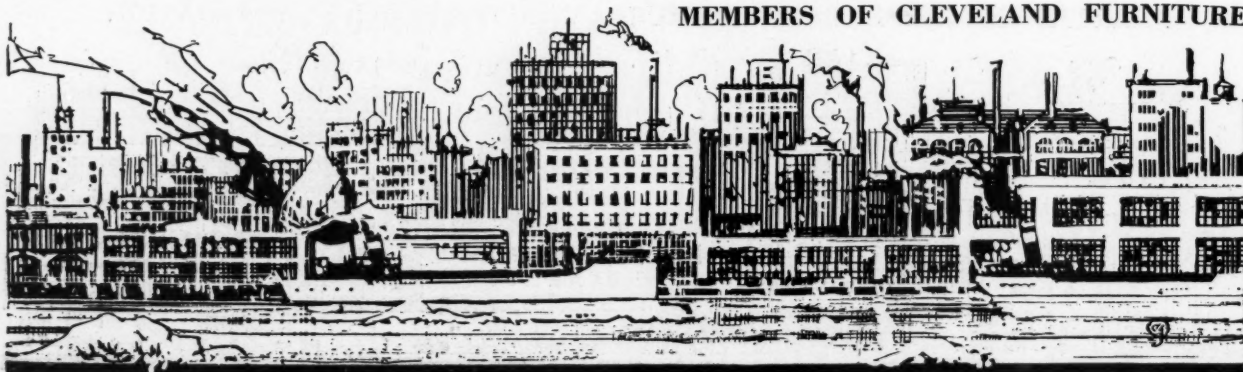
5660-5704 EUCLID AVE.

**LAKE SHORE MOVING  
AND STORAGE CO.**

664 EAST 105th ST.

**The  
SCOTT BROS. FIRE-  
PROOF STORAGE CO.**

1838-40 EAST 55th ST.

**MEMBERS OF CLEVELAND FURNITURE**

# Fifth City

## WAREHOUSEMEN'S ASSOCIATION

### The NEAL FIREPROOF STORAGE CO.

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

### The REDHEAD STORAGE CO.

2041 FAST 105th ST.

### The EUCLID AVE. FIRE- PROOF STORAGE CO.

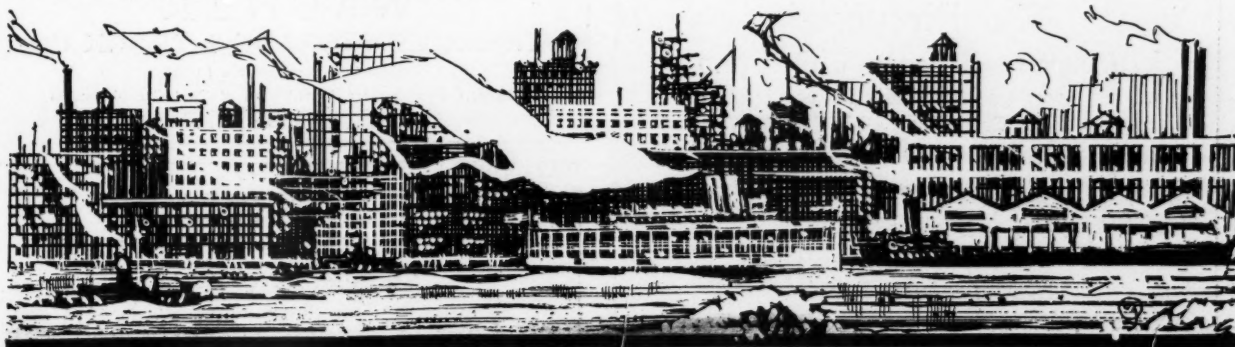
11605-09 EUCLID AVE.

### The WINDERMERE TRANSFER & MOVING CO.

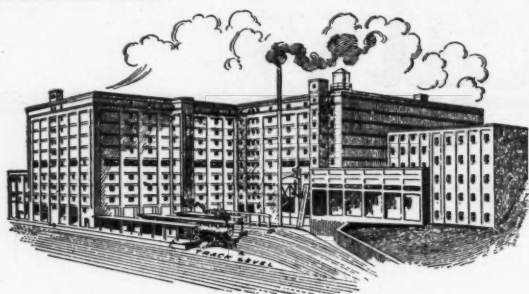
#### FIREPROOF STORAGE

14136 EUCLID AVE.

## WAREHOUSEMEN'S ASSOCIATION



## CLEVELAND, OHIO



3,000,000 cubic feet General Storage and Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

*New, Fire Proof Building*

**SERVICE**

Is all we have to sell.

*We solicit your business*

**Ninth Street Terminal Warehouse Co.**

WM. J. HOGAN, President  
Cleveland, Ohio

## CLEVELAND, OHIO

**L. WURM MOVING AND STORAGE CO.**

Cleveland, Ohio



**Office:**  
7903 Superior Ave.  
Rosedale 2741

**Warehouse:**  
1328 E. 80th St.  
Rosedale 1198

**Long Distance Hauling a Specialty.**

## COLUMBUS, OHIO

**Safety First**

**The Fireproof  
Warehouse & Storage Company**  
1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

**Vaults for Valuables**

**Private Rooms**

## COLUMBUS, OHIO

**THE  
KUTSCHBACH-McNALLY CO.**

Complete Facilities for Storing and Forwarding  
**HOUSEHOLD GOODS and MERCHANDISE**  
Siding on Pennsylvania Tracks  
Manufacturers' Distributors **MOTOR Equipment**  
Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

**The Merchandise Storage Company**

Columbus, Ohio

**General Storage & Distribution**

**SERVICE THAT WILL SATISFY**

## DAYTON, OHIO

**THE LINCOLN STORAGE CO.**

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED

**BAINBRIDGE, BACON & STATE STREETS**

**MERCHANDISE STORAGE TRANSFER DISTRIBUTION**

## LAKEWOOD, OHIO

**THE  
Lakewood Fireproof Storage Co.**

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## SPRINGFIELD, OHIO

**THE  
Citizens Transfer and Storage Co.**

Lowry Ave. and Big Four R. R., Springfield, Ohio

**STORAGE OF  
Merchandise and Household Goods**  
**Forwarders and Distributors Motor Truck Service**  
W. A. HANCE W. P. BYERMAN

MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER  
FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## TOLEDO, OHIO

**DEPENTHAL  
TRUCK & STORAGE COMPANY**

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations



## TOLEDO, OHIO

DREW DOES IT

**H. L. Drew Cartage and Storage Co.**

Merchandise and household goods storage.  
Moving, packing, Crating and Shipping.  
439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

LET RATHBUN DO IT!

**THE RATHBUN CARTAGE CO.**

195-197 So. St. Clair St., Toledo, O.  
A GOOD PLACE TO STORE GOOD GOODS  
HOUSEHOLD GOODS AND MERCHANDISE  
We have any kind of a rig up to 20 ton capacity.

## TOLEDO, OHIO

**THE GENERAL  
FIREPROOF STORAGE CO.**  
651-655 STATE STREET

*Household Goods Exclusively*

Members: Illinois Furniture Warehouse Association  
American Warehouse Association

## TOLEDO, OHIO

**THE TOLEDO  
MERCHANTS' DELIVERY COMPANY**

215 SO. ST. CLAIR ST.  
AUTO SERVICE—FIREPROOF STORAGE  
Local and long distance hauling  
Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.  
100% SERVICE  
Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY  
Established 1894

**The H. C. Lee & Sons Co.**  
TOLEDO'S LEADING MOVERS  
STORAGE  
MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**The Toledo Terminal Warehouse Co.**

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANDISE  
Special Attention to Pool Car Distribution

## TOLEDO, OHIO

**MANOR STORAGE CO.**

516-530 Sumner Street  
TOLEDO, OHIO  
MERCHANDISE DISTRIBUTION  
HOUSEHOLD GOODS STORAGE

The Men Who Distribute

**Whittaker Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## OKLAHOMA CITY, OKLA.

**Merchants Southwest Transfer  
& Storage Company**

FIREPROOF  
STORAGE, MOVING  
PACKING, SHIPPING

L. C. L. &amp; Carload Distribution

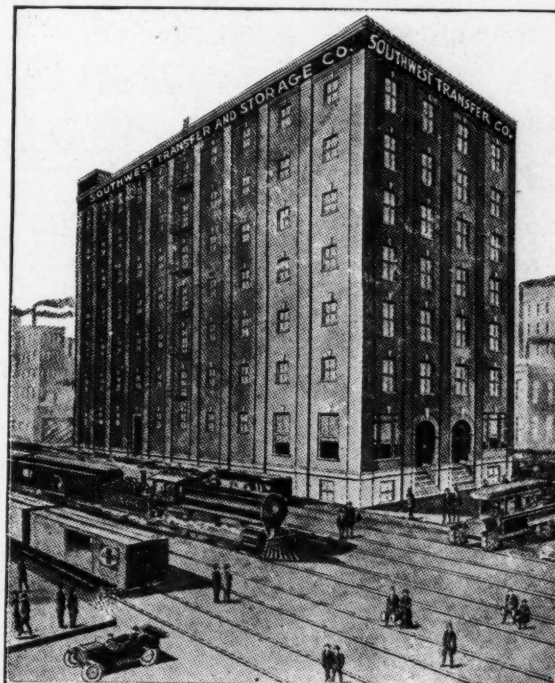
**IT CAN BE DONE BY US**

You should avail yourselves of our excellent  
facilities and modern equipment. We are at  
your service and welcome an opportunity to  
demonstrate our ability in giving efficient and  
satisfactory results.

**Merchants Southwest Transfer & Storage Company**

1-3-5 East Grand

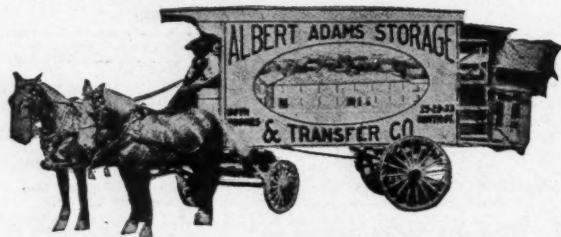
Oklahoma City, Oklahoma



## ZANESVILLE, OHIO

**ALBERT ADAMS  
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.  
Merchandise and Household Goods  
Manufacturers' Distributors Carload Distribution  
50,000 Square Feet of Floor Space



## ERIE, PA.

## ERIE

**STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y. F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

## OKLAHOMA CITY, OKLA.

Fireproof  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I.F.W.A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.

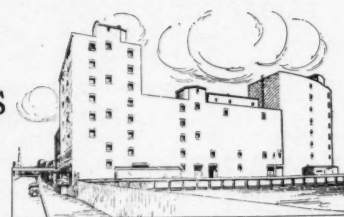
**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

## HARRISBURG PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings.

HARRISBURG, PA.

## OKLAHOMA CITY, OKLA.

*"Twenty Years Knowing How"***Reliable Storage & Transfer Co.**

Not Incorporated  
HOUSEHOLD GOODS, PIANOS, ETC., MOVED, PACKED, STORED AND  
SHIPPED. LARGE PADDED MOTOR VANS AND PIANO TRUCKS.

SIG GOLDSTEIN

Proprietor and Manager

1410-16 West Main Street OKLAHOMA CITY, OKLA.

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## PORTLAND, OREGON

**OREGON AUTO DESPATCH**

Office and Warehouse

200 North 13th St.

**DRAYAGE AND STORAGE**

Distribution Cars a Specialty

Free Switching From All Railroads

## CHESTER, PA.

**Headley's  
Express & Storage Co., Inc.**

General Storage

Merchandise and Household Goods

Moving, Packing and Shipping

## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

OIL CITY, PA.

## CARNAHAN TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

## Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.

Distributing Agents For Manufacturers



*A Storage Palace—Clean as your home*  
Office 2033 Lehigh Ave. Philadelphia.

PHILADELPHIA, PA.

## Penn Storage & Van Co.

2136 MARKET STREET

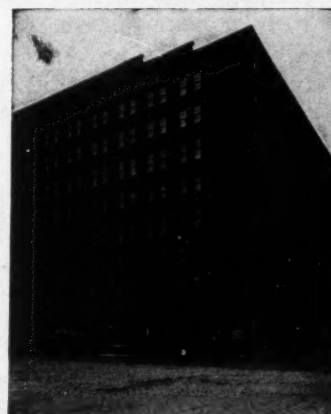
PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA



Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization. Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses



## PHILADELPHIA, PA.

# Philadelphia

## LOCAL EXPRESS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

**Address**

Office—5th and Byron Streets  
CAMDEN, N. J.

## PITTSBURGH, PA.

# BLANCK'S

## Transfer and Storage Company

6344 PENN AVENUE  
PITTSBURGH, PA.

Fireproof Warehouse  
Separate Rooms for Storage  
of Household Goods

MOVING, PACKING  
STORAGE

BAGGAGE AND FREIGHT  
DELIVERY

MOTOR VAN SERVICE

## PHILADELPHIA, PA.

# Before Shipping to Philadelphia, Pa.

read this letter from the client of a Chicago  
warehouse who was advised to ship in care of  
the 20th Century Storage Warehouse Co. On  
Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with  
the 20th Century Warehouse and they handled the  
unloading of my four freight cars and the un-  
crating at my house in Haverford. It took them  
only two days to move all of the furniture from  
our cars to the house; their men hustled every  
minute and did their work exceptionally well.

"I thank you for recommending the 20th Century  
to me and I feel that in the future you will make  
no mistake in sending other patrons of yours to  
them."

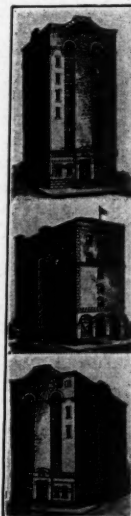
**20th Century  
Storage Warehouse Co.**

3120-30 Market Street, Philadelphia

Opposite West Philadelphia Station

## PITTSBURGH, PA.

# SERVICE TO THE CORRESPONDENT



CONSISTS in giving the corre-  
spondence of those we represent  
prompt acknowledgment, safe-  
guarding their interests, mailing  
checks in settlement of accounts,  
and furnishing final reports of  
transactions.

THIS service also includes an  
element of importance:—the  
handling of shipments upon ar-  
rival in a manner conducive to  
joint customer's approval, whose  
future business we are always  
eager to secure.

Ship via Pennsylvania to East Liberty  
Station, (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN**  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

**HASLEY BROTHERS**  
TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**Interstate Trucking Company**Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling

Experienced Men—Good Equipment Call on Us—Save Time and Money

Trucking Agents for  
Pennsylvania Transfer and Storage Company

## PITTSBURGH, PA.

**MURDOCH**

STORAGE &amp; TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

**J. O'NEIL EXPRESS & STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty General Hauling.

NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

**SHANAHAN**

Transfer &amp; Storage Company

Established 1865

CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## PITTSBURGH, PA.

**WEBER**

EXPRESS &amp; STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

## PITTSBURGH, PA.

SHIP YOUR CARS TO US FOR DISTRIBUTION

**Pool Cars**Received, Checked, Distributed.  
Reshipped in Less Than Car Lots.**Pittsburgh Distributing Co.**601 Empire Building  
Pittsburg, Pa.

ESTABLISHED 1910

## READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th &amp; Laurel Sts.

## SCRANTON, PA.

LOCAL & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributions  
R. F. POST ESTATE.

The Men Who Distribute

**McDougall Kitchen Cabinets**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING  
COMPANY  
OF  
WILKES-BARRE, PENNA.**

Warehousing, Transferring and Forwarding.

Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and  
C. R. R. of N. J. sidings.

Directly opposite Pennsylvania, Lehigh  
Valley, C. R. R. of N. J., D. & H. freight  
stations.

Manufacturers' Distributors with facilities  
to handle large consignments.

Offices: 150-156 E. Northampton Street.

## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best"  
(Rotary)

**The Quackenbush Warehouse Co.**  
Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.  
Correspondence Solicited

Scranton, Pa.

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River

**PROVIDENCE, RHODE ISLAND, U. S. A.**

The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
Treasurer & General Mgr.

WM. A. MILLSPAUGH  
Secretary

H. E. LEAVER  
Superintendent





## PROVIDENCE, R. I.

## A Fleet of Motor Trucks



Operating from our new Warehouse.

Every need for the speedy distribution of general merchandise has been supplied by our New Warehouses and Service.

Pool car distributing and reforwarding; light and heavy hauling, city deliveries; track connections on Main Line of New York, New Haven & Hartford Railroad; trackage capacity for eight cars.

A man of wide traffic experience in charge.

A force of experienced helpers, sufficiently numerous to ensure PROMPT handling.

Consign cars to Auburn, R. I.

### Service Warehouses, Inc.

643 Elmwood Avenue Providence, R. I.



## CHARLESTON, S. C.

## CHARLESTON Warehouse & Forwarding Co.

CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C&W.C. and S.A.L. Rys. and all steamship lines.

## ABERDEEN, S. D.

## Aberdeen Storage Company

Aberdeen, S. D.

Storage and Distributors  
Pool Cars Solicited

## WATERTOWN, S. D.

## FIREPROOF DAKOTA WAREHOUSE CO.

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

## CHATTANOOGA, TENN.

## THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## NASHVILLE, TENN.

## E. M. BOND FIREPROOF STORAGE CO.

HOUSEHOLD GOODS AND MERCHANDISE  
Modern Fireproof Building  
Private Siding With All Rail Connections.

## BEAUMONT, TEXAS

## The Heisig Storage Company BONDED

BEAUMONT, TEXAS

Brick building well ventilated and equipped with Automatic Fire Sprinklers. STORAGE, FORWARDING and DISTRIBUTING.

## DALLAS, TEXAS

## PULLIAM Transfer & Storage Co.

FIREPROOF STORAGE

Household Goods Only

Motor Truck Service

MEMBERS { N F W A  
T W & T A  
DALLAS C O F C

Let us handle your Dallas shipments in the right way

## If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.

## DALLAS, TEXAS

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

***"We Help Ourselves by Helping Others"***

## DALLAS, TEXAS

## Inter-State Forwarding Co., Incorporated

Dallas, Texas

J. E. HARRIS JR. PRESIDENT

A. W. HARRIS VICE-PRES.

J. E. HARRIS, SEC. &amp; TREAS.

### MARSH FURNITURE COMPANY

MANUFACTURERS CELEBRATED



June 17th, 1921

The Interstate Forwarding Company,  
601 Elm Street,  
Dallas, Tex.

Gentlemen:

Your favor of the 13th to hand advising disposition of merchandise shipped for you to distribute recently. We admire your way of doing business and will give you other shipments to handle just as soon as we can do so.

Yours very truly

MARSH FURNITURE COMPANY  
SECT. A. TEXAS.

## EL PASO, TEXAS

## R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

## EL PASO, TEXAS

### Bankers of Merchandise

**Clearing House for National Distributors,  
Manufacturers, Jobbers and Brokers**

We are looking for live active accounts.

60,000 Sq. Ft. Fireproof Storage Space  
150,000 Sq. Ft. Semi-Fireproof Construction—Ample Trackage

We perform all duties connected with receiving, storing and distributing merchandise — Everything except selling.

**Make Our Warehouse Your Branch House**

Household Goods  
Unloading, Storage, Moving  
Packing, Assemblage and Shipping

**International Warehouse Co.**

R. H. Oliver, Mgr.

The Men Who Distribute

### Bowser Tanks

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FORT WORTH, TEXAS

## In Fort Worth — It's Binyon-O'Keefe

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth —It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

### BINYON-O'KEEFE FIREPROOF STORAGE CO.

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association.

## FORT WORTH, TEXAS

### Fort Worth Warehouse & Storage Co.

INCORPORATED

Merchandise Distribution, General Storage  
Manufacturers' Representative

PRIVATE SIDING WITH ALL RAIL  
CONNECTIONS

Fort Worth with its seventeen railways is the logical  
distributing center for Texas and the Southwest.

Absolutely Fireproof Warehouses

## GALVESTON, TEX.

### The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF  
WAREHOUSES

Pool Car Distributors

Forwarders

## HOUSTON, TEX.

### A B C Storage & Moving Co.

*Distribution and Forwarding*

FIREPROOF WAREHOUSE CENTRALLY LOCATED  
R. R. siding on Southern Pacific Line with free  
switching from all lines.

## HOUSTON, TEXAS

## HOUSTON, TEXAS

### Binyon-O'Keefe Fire- proof Storage Co.

*The House of Real Service*

Pool Car Distributors for  
Southwest Texas and Mexico

Ideal Facilities for Permanent  
Stock Distribution

500,000 Square Feet Floor  
Space

Warehouses at Houston  
Ft. Worth and Galveston

The Men Who Distribute

### Mellin's Food

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Ginter Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## HOUSTON, TEXAS

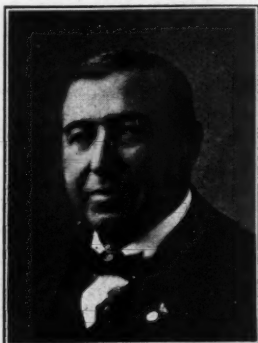
When Shipping to  
Houston, Texas

Remember

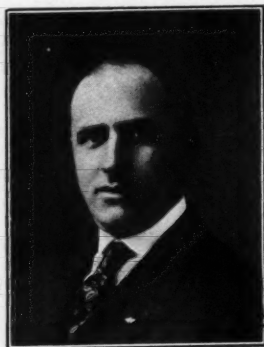
**Westheimer  
Service**

As Established  
38 Years Ago

*It cannot be  
improved upon.*



S. J. WESTHEIMER  
President



BENJ. S. HURWITZ  
Vice-President



J. L. ARONSON  
Secretary-Treasurer

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

### GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all  
points in San Antonio territory.*

**SCOBAY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## McALLEN, TEXAS

## Valley Storage Company

Storers and Distributors of  
Merchandise in Rio Grande Valley

Crating and Shipping

*We Solicit Your Patronage*

McAllen, Texas

## TEXARKANA, TEX.

## HUNTER TRANSFER CO.

TEXARKANA, TEXAS

STORAGE  
DISTRIBUTORS

TRUCKING  
MOVING

## WACO, TEXAS

## MASON TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Truck-  
ing of all kinds. Warehouse on track. 7 Denby Trucks

## SAN ANTONIO, TEXAS

FREIGHT

Established 1880

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS

## Muegge-Jenull Storage Co.

Distributors Pool Cars for Texas and Mexico

General Storage

Bonded Fireproof, Reliable, Dependable Service

## WACO, TEXAS

## Weatherred Transfer and Storage Co., Inc.

Modern Warehouse Facilities—Trackage on all roads  
100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping,  
storage, long distance hauling by trucks.

The Men Who Distribute

## Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**SALT LAKE CITY, UTAH**

Members { American Warehousemen's Association  
Central Warehousemen's Club

## Jennings-Cornwall

### Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

**PETERSBURG, VA.**

### PACKERS—MOVERS—SHIPPERS

Special Attention to Pool Cars

## Storage Warehouses

Motor Trucks and Teams

### GRESHAM & WARE, Inc.

**NORFOLK, VA.  
PORTSMOUTH, VA.**

## The Seaboard Wharf & Warehouse Co., Inc.

General Offices: 622 Dickson Bldg.,  
Norfolk

Wharves and Warehouses: Portsmouth

*For Prompt, Efficient Service in  
Loading and Discharging Cargoes,  
Weighing, Packing and  
Forwarding—*

Brick Storage Warehouses  
Modern Dock Facilities  
Four Side Tracks

Members—American Warehousemen's Association, Norfolk  
Warehousemen's Association, Hampton Roads Maritime  
Exchange.

**PETERSBURG, VA.  
HOPEWELL, VA.**

Distributing and Forwarding

### POOL CARS

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

**ABERDEEN, WASH.**

## A. A. STAR TRANSFER CO.

401-403 SOUTH F STREET

ABERDEEN

WASHINGTON

WE DO EVERYTHING IN THE  
LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

**SEATTLE, WASH.**

## TAYLOR EDWARDS

TRANSFER CO.

SEATTLE

WASH.

### Merchandise Distributors

DISTRIBUTION CARS.  
Delivered, Forwarded or  
Stored.

RAILROAD CONNECTIONS.

POOL CARS.  
Furniture Packed, Shipped  
or Stored.

ASSOCIATION MEMBERS.

ESTABLISHED 1905

FIREPROOF STORAGE

LOW INSURANCE

**SEATTLE, WASH.**

S. C. HORNER  
Pres.

W. V. YOUmans  
Vice Pres.

W. B. ALSIP  
Secy.-Treas.

### Terminal Storage and Distribution Co.

157 King St.

Distribution, Drayage, Storage, Assembling  
and Forwarding of Machinery, Merchandise  
and Household Effects

TWO WAREHOUSES

Main Line Spur Track Capacity 28 Cars

**SEATTLE, WASH.**

## United Warehouse Company

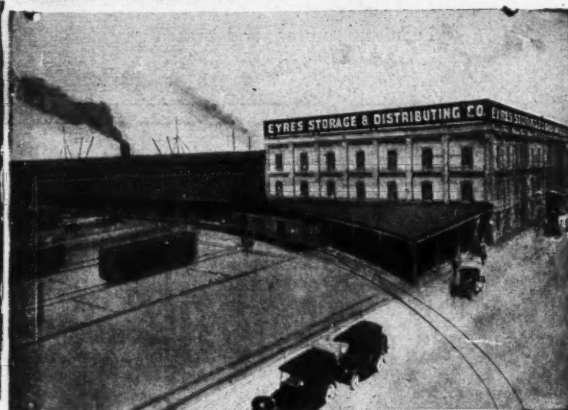
SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

## SEATTLE, WASH.

## EYRES STORAGE and DISTRIBUTING CO.



Established 1889  
Incorporated 1904  
Free & Bonded

**Warehouses**  
Seattle, Wash.



GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO

## YAKIMA, WASH.

## MILLER &amp; LENINGTON

CONTRACTORS

DISTRIBUTORS and FORWARDERS

TRANSFER—STORAGE  
WAREHOUSING

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

SHIP IN OUR CARE  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street Sidney Hotel Bldg.  
Phone 571

Warehouse: 228 South 1st Street

**Automobile and Truck Storage**

## TACOMA, WASH.



## WE OWN BOTH WAREHOUSES

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER &  
STORAGE CO.

Office and general storage warehouse No. 25 North Front  
directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household  
goods, pianos etc.

Truck warehouse No. 11 South First Ave, 30,000 square  
feet of floor space devoted exclusively to the storage of mer-  
chandise. Every facility for clean, economical, storage and  
handling of commercial accounts.

Auto trucks and teams.

## TACOMA, WASH.

PACIFIC STORAGE and  
TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



## CHARLESTON, WEST VA.

## Mathews Storage &amp; Transfer Co.

Warehousing—Distributing—Forwarding—Transfer  
Merchandise—Automobiles—Household Goods  
Brick and Concrete Warehouses—Private Ry. Siding.

Members: ..... } American Warehousemen's Ass'n  
American Chain Warehouses  
Motor Truck and Team Service.

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA

FIREPROOF STORAGE

WISCONSIN

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

KENOSHA, WIS.



## MADISON, WIS.

**H. F. SHARRATT**30,000 sq. ft. Fireproof Storage  
New Building

30,000 sq. ft. Non-fireproof Storage

Household Goods—Merchandise—Automobiles—Separate Locked Rooms—  
Separate Piano, Rug and Trunk Rooms—Negotiable Receipts—Local  
and Long Distance Moving—Packing—Shipping—Heavy Hauling—  
Distributing

## MADISON, WIS.

Established



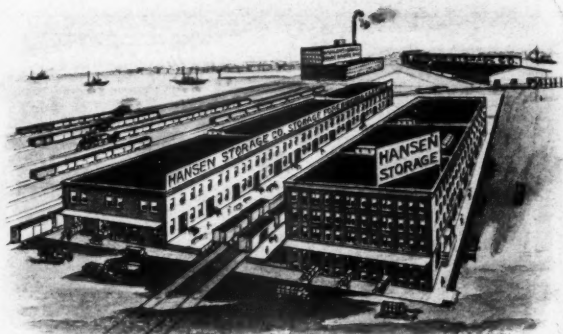
1895

**The Union Transfer and Storage Co.**

Merchandise and Household Goods

90,000 Square Feet Fireproof Storage  
Direct Switch on Three Roads

## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY  
MILWAUKEE, WISCONSIN**WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE12-WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCKMEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## MILWAUKEE, WIS.

**Lincoln Warehouse and Van Co.**226-228-230 Fourth Street  
MILWAUKEE, WIS.

We remit upon receipt of bill of lading

## MILWAUKEE, WIS.

**For the Greatest Satisfaction**To both yourselves and your customers  
consign your Milwaukee shipments to**United Fire Proof  
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service  
built this  
new fire proof  
warehouse.The newest  
and best in  
Milwaukee.

## OSHKOSH, WIS.

**OSHKOSH STORAGE CO.**

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.

Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.

Forwarding and transferring a specialty.

Competent help in office and warehouse.

We can be used as a branch house at no extra expense.

**We are at your service.**

## REFERENCES:

The Old Commercial National Bank, Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## RACINE, WIS.

**When You Need Warehouse Service**

in

**RACINE, WISCONSIN**

Call on us

**Racine Transfer & Storage Co.**

**CASPER, WYOMING****NATRONA TRANSFER STORAGE  
AND FUEL CO.**

SPECIAL ATTENTION given to Merchandise distribution and  
pool car shipments.  
SPECIAL FACILITIES for moving heavy machinery and safes.

**CASPER, WYOMING****Pioneer Warehouse & Transfer Co.**

Merchandise Storage & Distribution

Two blocks from the business  
center on our own switch.

136 West "B" Street

**EDMONTON, ALBERTA, CAN.****Western Transfer & Storage, Ltd.**

Official Carters for  
C. N. R., C. P. R., E. D. & B. C., Central Canada Ry.  
A. & G. W. and G. T. P.

**CARTAGE      DISTRIBUTION      STORAGE**  
Corner 102d Avenue and 103d Street  
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

**HAMILTON, CANADA**

ESTABLISHED 1887

**The Glasgow Storage & Cartage Co.**

(In the heart of the wholesale district)

Canada Customs Bond—Customs Brokers Distrib-  
utors—Forwarders—Storage—Movers of H. H. G.—  
Separate Room System in a Fireproof Warehouse

**TORONTO, CAN.****Send Canadian Consignments  
to Howell, Toronto**

the most central shipping  
point for all Canada.

A  
Toronto Stock  
in Howell's  
means quick  
deliveries

**The HOWELL WAREHOUSES Limited.**

General Mercantile Distributors

311 King St East. TORONTO. Phone Main 7580

**TORONTO, CANADA**

**SPRINKLER  
PROTECTED**

**INSURANCE  
RATE 45c.**



GENERAL MERCHANDISE DISTRIBUTORS  
AND WAREHOUSEMEN

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

**WINNIPEG, CAN.****DISTRIBUTION STORAGE FORWARDING****The City Dray Company, Ltd.**

246 Princess Street

Track P. 18 C. P. R.

Winnipeg is the distributing centre for  
all Western Canada, consign your cats  
for this territory in our care, the service  
we offer will please you.

Free switching on all roads.

The Men Who Distribute

**Tropical Paint**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

**Dr. Miles Medicines**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

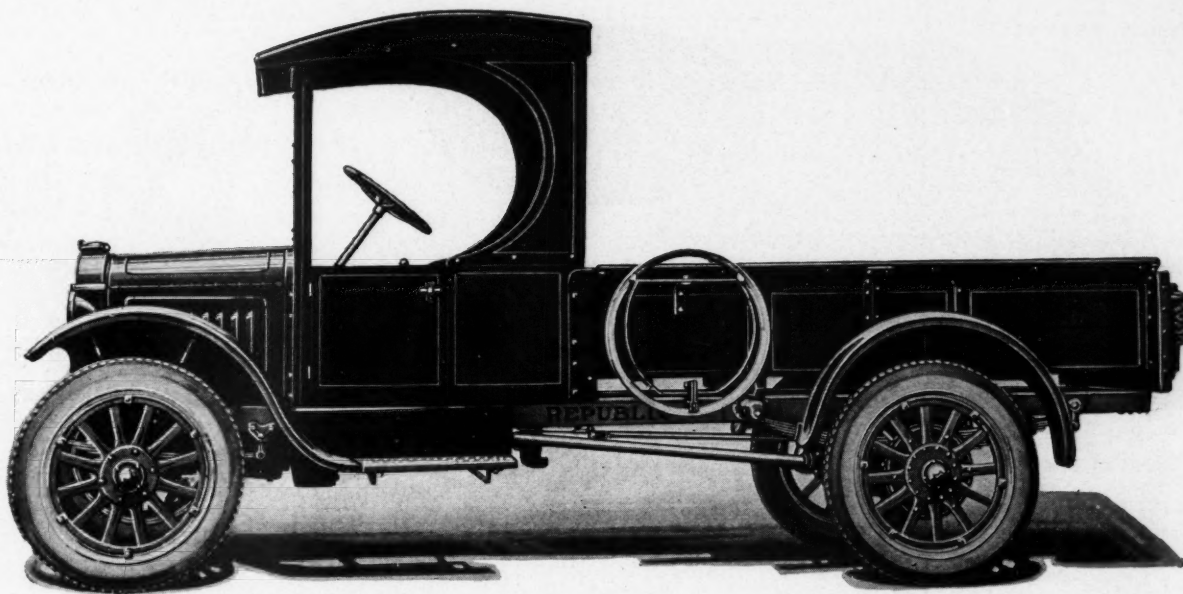
**THE PURCHASING POWER**

of the field covered by

**DISTRIBUTION  
and  
WAREHOUSING**

is that of an industry with a  
total investment of more than

**\$1,000,000,000.00**



## The Lowest Price in America For a High Grade Light Truck

Storage and moving companies everywhere are convinced that the REPUBLIC RAPID TRANSIT is the greatest truck value ever offered the distributing, warehousing and moving men.

The REPUBLIC RAPID TRANSIT is, first of all, the lowest priced high grade truck, in America.

Its cost of upkeep is extremely low, because the REPUBLIC RAPID TRANSIT is a real truck, and has all the wealth of REPUBLIC strength, and dependability in daily service.

Its saving in gasoline and tire mileage is an important factor in making the RAPID TRANSIT the best truck investment for you.

Your local REPUBLIC Dealer will be more than glad to drive the REPUBLIC RAPID TRANSIT to your door and demonstrate its adaptability for your hauling needs.

**Republic Rapid Transit, complete as illustrated above, with Open Express Body and Open Cab, cord tires, electric starter and lights, \$1415 F. O. B. Alma, Mich. Supplied also with enclosed cab.**

Other body types include Canopy Top Express, Grain Body, Stock Rack, Double-Deck, Carry-all, Screen Enclosed, Platform Stake.

*The Republic Line: 3/4, 1, 1 1/2, 2 1/2 and 3 1/2 ton capacities*

REPUBLIC TRUCK SALES CORPORATION, ALMA, MICH.

# REPUBLIC

## RAPID TRANSIT

(Copyright, Republic Motor Truck Company, Incorporated)





# General Motors Trucks

After daily usage since October, 1916, a 3½-ton GMC truck owned by Truman Linden, Hartford, Conn., has just been overhauled after covering 96,400 miles. Mr. Linden has owned two other GMC's since buying his first truck.

Among hundreds of transfer and warehousemen using GMC Trucks are:

Chambers Transfer Co.,  
Phoenix, Ariz.

Wilamette Valley Transfer Co.,  
Portland, Me.

Chelan Transfer Co., Chelan, Wash.

Colorado Transfer Co.,  
Pueblo, Colo.

Dallas Transfer Co., Dallas, Texas

Taylor-Edwards Transfer Co.,  
Seattle, Wash.

Washington Storage Co.  
Philadelphia, Pa.

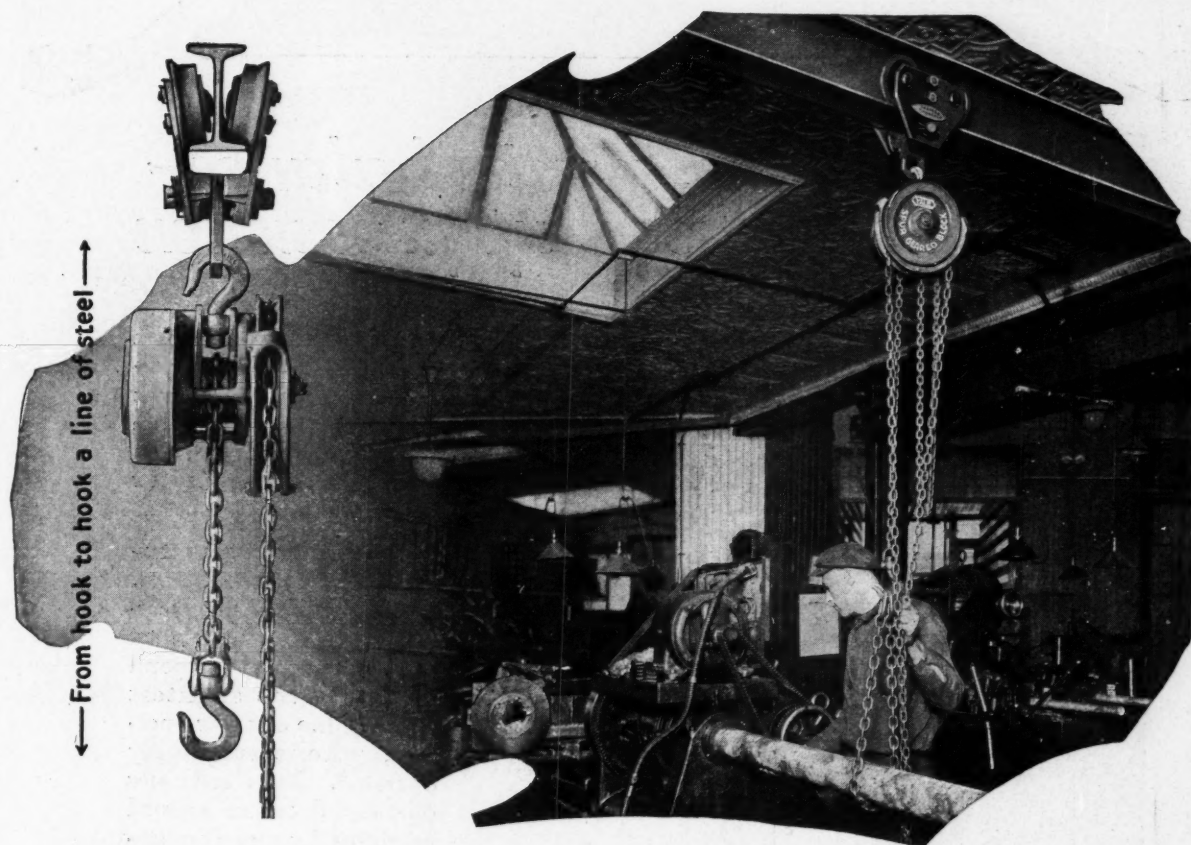
Union Transfer Co.,  
Everett, Wash., Winnipeg, Man.

John R. Weber, Chicago, Ill.  
Kissel Bros., Chicago, Ill.

## GENERAL MOTORS TRUCK COMPANY

*One of the Units of the General Motors Corporation*  
PONTIAC, MICH.





## Are your handling costs eating into profits?

**H**OW many men have you for general work about the shop?

Isn't it a fact that most of their time is taken up with lifting and moving the work into place at the various machines?

Give your machine operators *labor-saving* helpers—the kind that work for practically nothing per week.

The Yale Spur-Gear Block and I-Beam Trolley System, pictured above, is used for lifting heavy

pipe and swinging it into position on the threading and cutting-off machines.

One man does it all without a helper, easily—and quickly. This is the Yale Way.

Other units of the Yale Hoisting and Conveying System include Screw-Geared and Differential Chain Blocks, Electric Hoists, Electric Industrial Trucks, Tractors, and Trailers. Write for further information about the Yale Way.

**Yale Made is Yale Marked**

**The Yale & Towne Mfg. Co.**

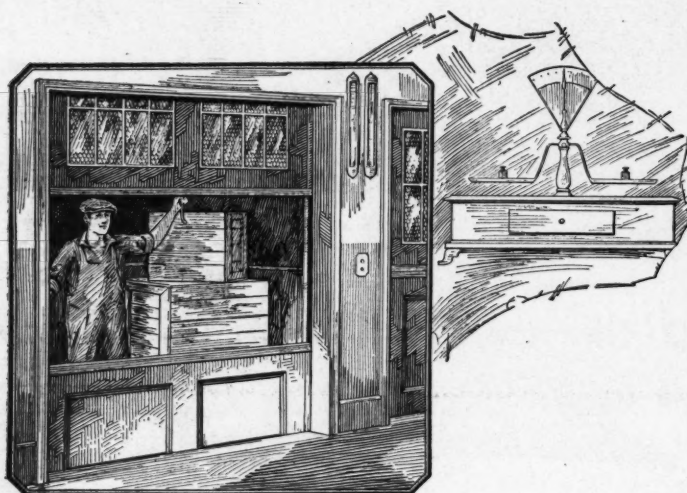
*Makers of Yale Products: Locks, Hoists and Electric Industrial Trucks*

**Stamford, Conn., U.S.A.**



**Hoisting and Conveying Systems**

## *Balance and counterbalance— how they speed up production*



**T**HE principle which underlies the simple balance of the apothecary's scales, is the key to the amazing ease with which Peelle Freight Elevator Doors operate.

Their scientifically counterbalanced construction, which eliminates the necessity for counterweights, causes the doors to respond quickly to the slightest effort of the elevator operator, where manually operated. The electrically operated doors are opened or closed by merely pushing a button.

There is no grating, no difficulty in opening and closing—because Peelle Doors operate vertically, gliding lightly on the inside of the elevator shaft. Peelle Doors effect a saving of time and labor not only of the elevator operator, but also of the trucking crew.

The exclusive Truckable Feature permits smooth passage of trucks and prevents breakage. Full clearance and quick loading and unloading are accomplished because of the vertical operation of Peelle Doors.

Let us demonstrate to you the undeniable superiority of Peelle Doors — Let us show you just how counterbalanced Freight Elevator Doors will speed up production. Write for your copy of our new catalog today.

Not all doors are "Peelle Doors." Look for the name to be sure of the genuine.

## **PEELLE** Freight Elevator **DOORS** *Counterbalanced-Truckable*

THE PELLE COMPANY • Flushing and Stewart Avenues • Brooklyn, N.Y.  
Chicago Philadelphia Boston Cleveland

Canada: Toronto Montreal Winnipeg

**PUT YOUR ELEVATOR DOOR PROBLEMS UP TO PELLE**





## The man who pays the bills prefers Caterpillars

The driver of a truck judges tires by what they will do. The ability of Caterpillars to get traction under difficult conditions and the easier riding qualities which their exceptional resilience gives his truck are the features which appeal to him.

But the man who pays the bills is the man who appreciates the value of Caterpillars most. He knows not only what they do, but also what they save.

He knows how much their superior traction power saves him in working time and in gas and oil. He knows the dollar-and-cents value of their exceptional resilience in saving truck depreciation and repair bills.

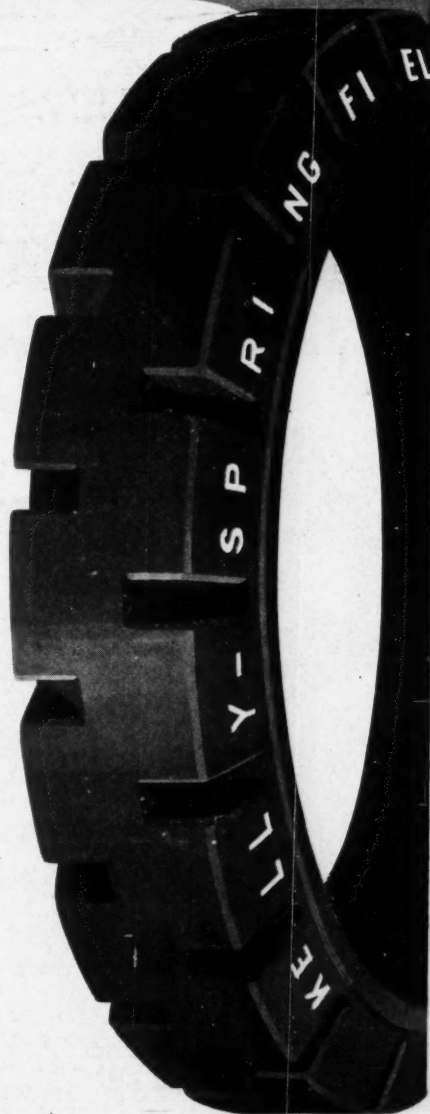
And he also knows that he has to buy Caterpillars only about half as often as other types of tires, which in itself is a mighty good reason for preferring Caterpillars.

*Made in sizes suitable for trucks of  
every type and weight*

**Kelly-Springfield Tire Company**

GENERAL SALES DEPARTMENT

1710 Broadway, New York



No Waiting. No Writing. No Telephones. No Tariffs

"A child can find them"

# FREIGHT RATES

To and from points in the  
United States and Canada

This publication furnishes the  
Financial, Purchase and Sales Executives'

## MISSING COSTS

GETZLER'S GUIDE, Inc., Rochester, N. Y.

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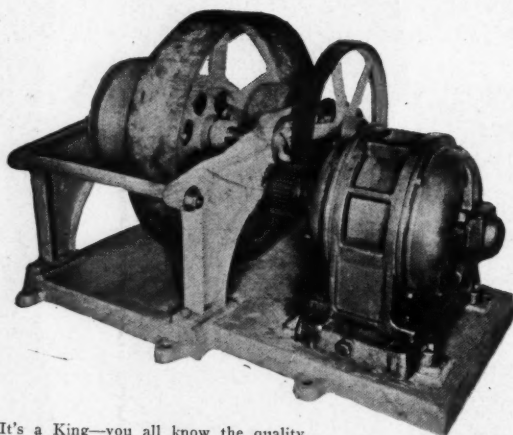
PHILADELPHIA

BOSTON

WASHINGTON

SAN FRANCISCO

Install this Substantial, Powerful and Remarkably Efficient Whip in Your Warehouse



It's a King—you all know the quality.

The machine is of the internal drive type—the friction wheel is driven from the inner face. This construction gives the friction wheel and driving roll a larger arc of contact, thereby increasing the driving surface, decreases the amount of slippage and a greater amount of power is transmitted to the friction wheel.

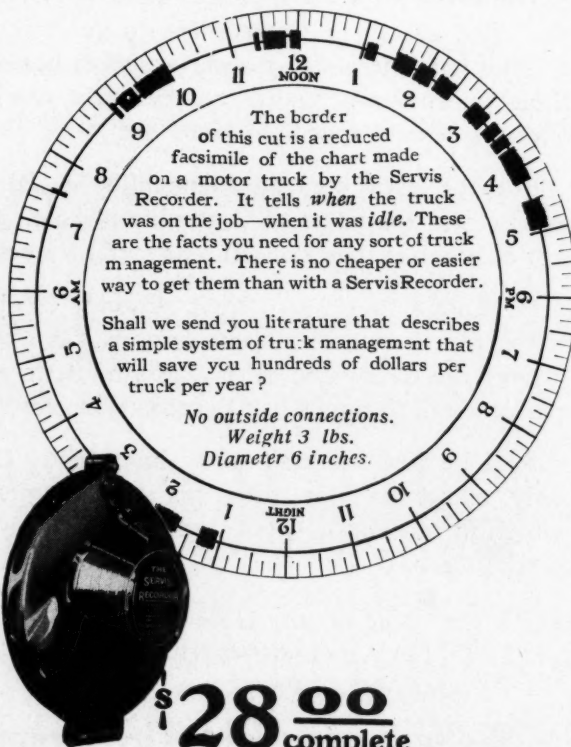
The friction roll in this machine is of extra large diameter and is built into an eccentric bearing. By the use of this bearing the wear of the friction roll can be taken up and the life of the roll is greatly lengthened.

An interesting booklet describing King Whips has been prepared for your use. Write for it today.

**H. J. & J. J. King**

22 Sabin St., Providence, R. I.

New York — Fink-Dumont-White, Inc., 405 Lexington Avenue.

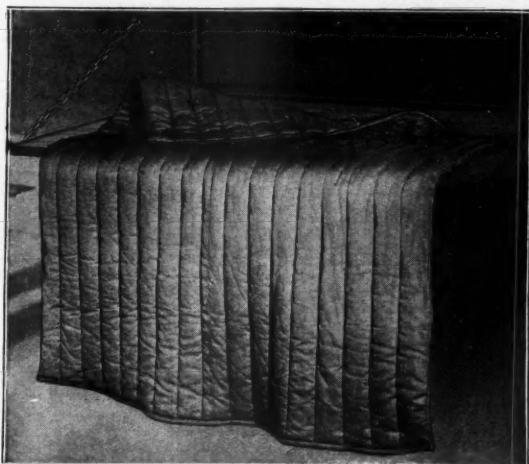


THE SERVICE RECORDER COMPANY, Cleveland  
THE SERVIS RECORDER

# MAISH QUALITY WAGON PADS

## Solve Your Delivery Problems

Your delivery worries are over when you put them on your trucks or wagons



Khaki Brown for Service

We use an extra heavy grade of khaki brown covering in making Maish Quality Wagon Pads. They are soft, smooth, long-wearing.

Workmanship is unsurpassed. The filling is an extra thick one-piece layer of cotton (no shoddy). The quilting is in close rows of stitching with heavy carpet thread. Our own special process is used in binding edges. Every seam is protected and ripping is thus avoided.

You may return Maish Quality Wagon Pads at our expense if you are not fully satisfied.

### MADE IN THREE STANDARD SIZES:

No. 10 (Small size) Cut Size of Cloth.....36x72  
No. 20 (Medium size) Cut Size of Cloth.....54x72  
No. 30 (Large size) Cut Size of Cloth.....72x80

Prices on request.

## The Chas. A. Maish Co.

Makers of the world-famous Maish Comforts

1129 Bank St.

Cincinnati, O.

## Blox-on-End Flooring Minimizes Losses— Increases Plant Efficiency!



Blox-on-end in I. C. R. R. Outbound Freight House, East St. Louis, Ill. For interior use no treatment is necessary, thus Blox-on-end has no disagreeable odor.

## Carter Bloxonend Flooring Co.

Kansas City: 1303 R. A. Long Building

Chicago: 332 South Michigan Avenue  
Cleveland: 1900 Euclid Avenue

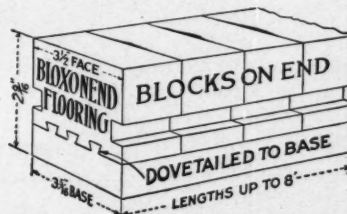
New York: 501 Fifth Avenue  
Boston: 914 Broad Exchange

With the grain of the long tough fibered southern pine blocks presented to wear Blox-on-end provides a surface that will stand up indefinitely under the roughest treatment. It is the only end grain flooring so designed that it must *lay smooth* and *stay smooth*. This means not only increased efficiency in trucking but results in a reduction of vibration on trucks and trailers with consequent saving of equipment and damage to freight from falling.

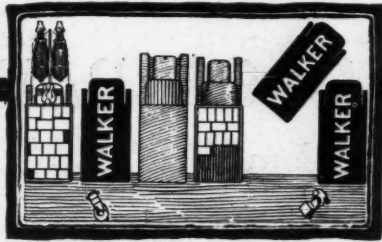
Blox-on-end is easy on the feet of employees, quiet, warm in winter, cool in summer, will not dust and will save damage to goods accidentally dropped.

Over a period of years Blox-on-end will pay for itself.

Booklet "K" goes further into detail.  
Write for it today!







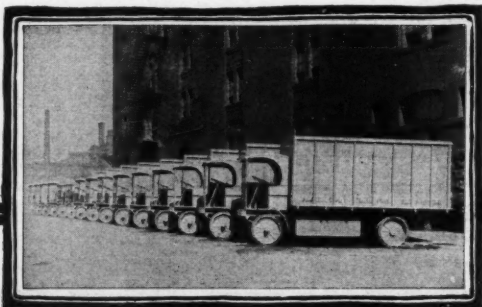
**COMPACT!** No waste  
in size—in weight—  
in loading or garage space  
—in upkeep—in power.  
Walker Electrics accom-  
plish more for less than  
any other type of vehicle.

You men who must have depend-  
able city haulage will find in  
Walker Electrics a service more  
than 96% efficient, as proved by  
yearly records kept by Walker  
fleet owners. A motor that runs  
only when the truck is moving—  
the Walker Balance Drive that  
applies 95% of the power to the  
road—a working life of from  
10 to 20 years—these are three  
of many factors that assure you city  
transportation at *lowest final cost*.  
Write for Walker performance in  
*your field—today.*

### WALKER *Electric* TRUCKS LOWEST TRUCKING COST

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA

AMERICA'S  
LARGEST  
MANUFAC-  
TURER OF  
ELECTRIC  
ROAD  
TRUCKS



# A DIRECTORY *of* WAREHOUSES

Published by

**Distribution &  
Warehousing**

## 1921 Edition

Listing in convenient form for ready  
reference the warehouses in the United  
States. Giving information regarding  
facilities and railroad connections and  
other data invaluable to all those who  
use warehouses as consignees or for dis-  
tribution.

SENT, POSTAGE PAID, FOR

**\$1.00**

*Write Today and Get Your Copy*

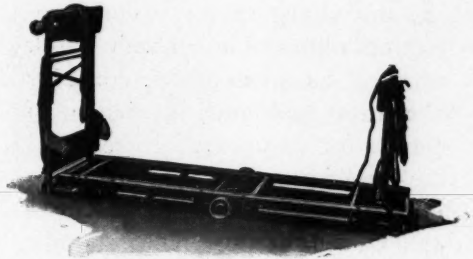
**Distribution & Warehousing**

239 West 39th St.

New York City

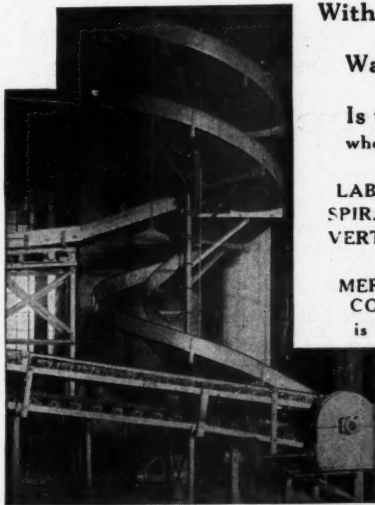
*A TRIUMPH is your*  
**BUCKEYE SILL PIANO TRUCK**

*says an owner of four of them*



**End Truck Covers  
 Straps**

**Self-Lifting Piano Truck Co.**  
 Findlay, O.



**With Help Scarce  
 AND  
 Wages High  
 NOW  
 Is the Time  
 when the need  
 for our  
 LABOR-SAVING  
 SPIRAL CHUTES  
 VERTICAL LIFTS  
 AND  
 MERCHANDISE  
 CONVEYORS  
 is imperative**

Owned by  
 The Haslett  
 Warehouse  
 Co., of San  
 Francisco,  
 the develop-  
 ment of  
 handling

problems in our own fourteen general merchandise store-  
 houses has enabled us to give practical advice to ware-  
 house and terminal concerns. We are at your service.

Through long experience we have learned how to com-  
 bine every form of merchandise conveyor so as to obtain  
 the most practical results.

When no standard form of conveyor is adequate, we  
 design special machines.

When you want information on conveyors, write us.  
 We can help you.

**The Haslett Spiral Chute Co.**

Factory: 510-512 N. 61st St., Philadelphia, Pa.

New York: 110 West 34th St.

Southern Office: 523 Calvert Bldg., Baltimore, Md.

Pacific Coast: 228 Pine St., San Francisco, Cal.

**A  
 New  
 Angle**

**To the Storage Business**



Let your men clean carpets in their spare time.  
 You will find it extremely profitable. Spare  
 space and spare time can be turned into dol-  
 lars with a small investment.

**CONNERSVILLE**

**Carpet Cleaning Equipment**

enables you to clean by the popular vacuum  
 shampoo process. Carpets and rugs are thor-  
 oughly cleansed and colors are restored.

A Connersville scrubbing machine and a cen-  
 trifugal type vacuum cleaner are the essential  
 parts of your equipment. Send for full in-  
 formation.

**LANDERS, FRARY & CLARK**

U. V. A. Div. Dept. I

CONNERSVILLE, IND.



One of Our 300 Styles

Fig. 168

## Big Loads Easily Handled

**N**OTE the wide, flat-faced wheels on this wagon truck. That's why it saves the floors and is easy-running under the heaviest loads.

This truck easily holds an average auto-truck or wagon load of grain or potatoes, size 36 x 60. Capacity 1500 to 4000 pounds.

Write for Analysis Chart and **Bulletin D**, showing a complete line of floor trucks for freight houses, docks, warehouses, etc.

# Nutting

NUTTING TRUCK CO.  
1127 Division St., W. Faribault, Minn.



## THE BEST PAD

This is no idle claim. You'll be convinced by a trial.

## "Protecto" Wagon Pads

Made of **EXTRA HEAVY** drill denim cotton filled. Note that pad is stitched in **SQUARE BLOCKS**, preventing the cotton from bunching.

No. 12	Cut size of cloth 72 x 80,	\$31.50	per dozen
No. 14	Cut size of cloth 54 x 72,	22.00	per dozen
No. 16	Cut size of cloth 36 x 72	16.50	per dozen
Phonograph covers, large size		4.75	each

**We Claim This is the Best Pad Made. Let's Prove it.**

A Sample Will Convince You.

**CHICAGO QUILT MFG. CO.**  
1133 Roosevelt Rd., Chicago, Ill.

## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

**H. W. SELLE & CO.**

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*



## The Breen Adjustable Piano Derrick —A REAL TIME SAVER



If you can move a piano in 25 MINUTES, why waste an hour? Every minute lost means profits lost.

The ordinary method of hoisting requires two or three men. One man can adjust the Breen.

The Breen Improved Derrick is a practical piano lifting device so designed that all chance of damage by bumping is eliminated.

Send for catalogue describing our complete line of Piano Movers' Supplies.

**WM. H. BREEN**  
219-231 Rutherford Avenue  
Charlestown, Mass.

## Cut Down Your Refinishing Expense

Revarnishing is a slow and unsatisfactory way to handle marred and damaged furniture. Slow because it takes days for drying and rubbing, unsatisfactory because few warehousemen have the necessary equipment to do good work.

There IS a way to avoid the grief, delay and expense resulting from finish injury.



### Free Booklet

Ask for our Free Booklet, "How to Repair Damage to Varnished Surfaces." It will explain how to avoid refinishing, how to fix any injury to any kind of finish quickly, easily and without waiting for varnish to dry. WRITE TODAY.

*If you are too busy to write a letter, pin this ad to your card or letterhead.*

## THE M. L. CAMPBELL COMPANY

*Finishing Products*

700 E. 19th St.

Kansas City, Mo.

## Don't Spend Elevator Money To Do Lowerator Work

It takes power to lift incoming goods. Outgoing goods will handle themselves by gravity. Elevator upkeep and operator's wages are wasted in lowering packages.

### DISCHARGE YOUR ELEVATOR MAN

Lowerator saves wages and upkeep. Takes goods to shipping platform from any floor. Goods unload themselves. No banging, racking or breakage, as in spiral chutes.

### NO OPERATOR NO DELAY NO POWER

Speeds up your shipping room—acts as a pacemaker—no waiting on floors for elevator—does the work of four elevators at a fraction of the expense. Easily installed in your present building. It is used in many wholesale houses.

Send for full information and list of nationally known users—many in your line.

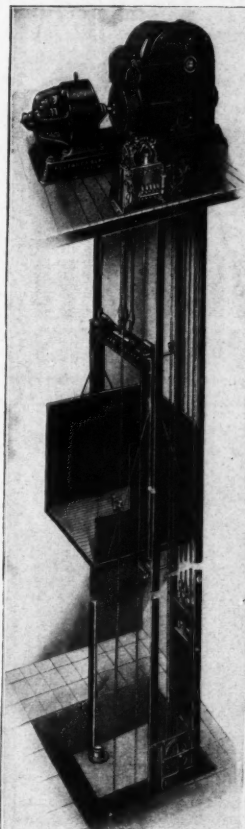
### LOWERATOR COMPANY

116 West 39th Street New York City

Also Manufacturers of  
Tray Elevators

Let your Goods  
bring themselves  
Down

**LOWERATOR**  
*a machine—NOT A CHUTE*



## The Universal Pathway

Your freight elevator must roll up a good many more miles per year than the average freight car, and with fewer stops for repairs.

A day's stoppage may cost as much as the entire installation. Reliable elevators keep going without trouble. They meet your special needs.

Have the architect specify Reliance Elevators in the new building. Talk to our expert before remodeling the old. You will save money.

Write a note now, if you please.

**Reliance Elevator Company**  
212-222 W. Austin Ave.,  
Chicago, Ill.

**RELIANCE  
ELEVATORS**

## G. W. Jones Lumber Co.

807 Lumber Exchange Building  
CHICAGO

Manufacturers of  
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

Wholesale Prices      Stock Guaranteed

## "VARIETY" FIRE DOORS

Moore & Dunford, famous Warehouse Engineers, endorse the use of "Variety" Labeled Steel Fire Doors.

This unqualified endorsement by an engineering firm at the head of the profession is in itself sufficient cause for you to use them.

When you build make sure to specify "Variety." And before you build let us send you the complete details.

## VARIETY FIRE DOOR CO.

2958 CARROLL AVE.

CHICAGO, ILL.

## Your Free Power Asset

In seeking a decisive way to lower labor costs many warehouse men are turning to the efficient corps of Standard engineers.

Without obligation one of

these engineers will plan an indoor transportation system for you. He will show you the most economical way to harness Gravity, the free power asset.

**STANDARD**  
CONVEYORS  
**INDOOR TRANSPORTATION SYSTEMS**

STANDARD CONVEYOR CO., North St. Paul, Minn.

## Excelsior Wrapper Co.

MANUFACTURERS OF

**EXCELSIOR PACKING PADS  
BALED EXCELSIOR  
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by

Boston Excelsior Co., 560 W. 29th St., New York City

## FOR ALL WAREHOUSE MARKING

The Diagraph Stencil Cutting Machine is unexcelled for all storage and shipping needs. Cuts letters up to 1 1/2 inches high for marking plain, legible addresses on boxes, bags, crates or packages. Contains many improvements not found in any other model.

SENT ON FREE TRIAL

Let us send a Diagraph on free trial. Positively no obligation or risk on your part. If you like it, buy it—otherwise return it at our expense. We pay all charges and take all risk.

Ask for our free Diagraph Shipping Facts book.  
**DIAGRAPH STENCIL MACHINE CORP.**  
1625 So. Kingshighway Blvd., St. Louis, Mo.

Branches in all principal cities.



**DIAGRAPH**  
YOUR SHIPMENTS

## If iron wheels are good enough for the trailers why not use them on the tractors?

It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel.

We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

Correspondence is solicited.

**Divine Brothers Company**  
Utica, New York



**The BRADLEY**  
The Latest and Best Circular  
Stencil Cutting Machine  
Ever Produced

Four models, to cut 1/2", 3/4", 1 1/4" and 1 1/2" Letters. See last month's issue for illustration of Horizontal Machine.

**Drop Forged Steel Punches**  
All Parts Interchangeable.  
Machines Sent on Trial

Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.

**A. J. BRADLEY MFG. CO.**  
101 BEEKMAN ST.      NEW YORK



We Had



Three Times Successfully

Build a  
Greater Future  
Upon Walter  
Achievement

Our comprehensive service can equip your business to reach the same dominance in its field. Consult us.

The  
**WALTER CO., Inc.**  
Industrial Engineers  
38 S. Dearborn Street  
CHICAGO



### A Simple Test That Shows the Strength of "Reach" Furniture Van Pads

And strength counts when it comes to protecting furniture in transit.

"Reach" Pads are made purposely to wear. Right from the extra thick layer of cotton to the covering of very heavy ticking fabric—they're made for long and hard service.

That is why we say they are the strongest furniture van pads in the world.

We use remnant lengths only of extra heavy ticking fabric, sew them together firmly and carefully, generously fill them with soft cotton batting and reinforce them along the edges with tape. They are double stitched.

Remember when you buy "Reach" Pads you get what you pay for. All prices quoted here are for **finished sizes**—not cut sizes where about 15% is lost in stitching.

74 x 68.....\$4.00 each  
52 x 68.....3.00 each  
36 x 68.....2.00 each

Beware of the high cost of low prices.

Padded Phonograph Covers, \$7.75 each.

We also manufacture Canvas Padding, extra heavy for lining the sides of auto trucks; Tarpaulins; plain or waterproof. Specify measurements desired. Write for prices **now**.

## A. L. REACH TEXTILE CO.

19-21-23 West 18th Street, New York City



### Protect the Wares in Your Care With

White Tar Paper and White Tar Naphthalene

Paper (Pine Tar and Cedar in rolls of 12 sheets, 40 x 48, or continuous 50 yds. to 1000 yds. in roll).

Moth Bags (Varied Sizes).

Moth Balls, Crystals, Blocks, Flakes, Lavender Compound, Cedar Compound, Powder.

Manufactured by

**The White Tar Company**  
56 Vesey St., New York, N. Y.



## KILL RATS

### New Way

In France the World's greatest laboratory has discovered a germ that kills rats and

mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens or pets. Quickly clears dwellings and outbuildings, with no offensive after-effects. It is called Danyysz Virus.

### Free Book

Get our free book on rats and mice, telling about VIRUS and how to get some.

H. M. Virus, Ltd., 121 West 15th St., New York

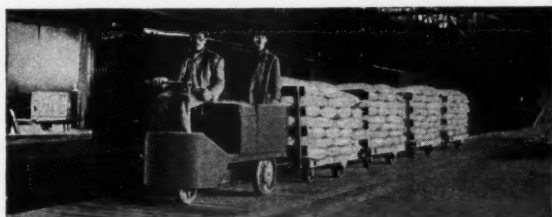
**T**HE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

**The King Shipping Case Corporation**  
276 West Water Street Syracuse, N. Y.

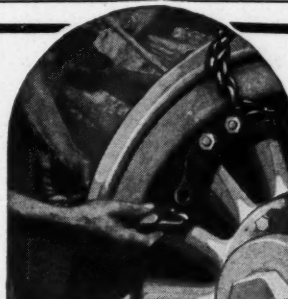
## King Shipping Case



### Electric Trucks & Tractors

SEND FOR CATALOG D.

**THE ELWELL-PARKER ELECTRIC COMPANY**  
Cleveland, Ohio



Giant Grip Traction Equipment is more valuable to fleet operators because of its multiplied time and labor savings.

Removable chains are attached to permanent clamps on the wheels and traction assured. No tools or jacking up.

**Giant Grip Mfg. Co.**

Formerly named Challoner Co.

Oshkosh, Wis.

Established 1863.

## Giant Grip

Traction Equipment for MOTOR TRUCKS



# The Exchange

A Department of Trade  
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash: Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

#### A BIG OPPORTUNITY

PARTNER WANTED in a small, but one of the best ad-

vertised businesses on the Pacific Coast; or will sell outright for \$20,000. Warehouse 50 x 140; full storage; good income; 3 trucks; good stand and office. Mean business. Open for inspection. Address Box 168, DISTRIBUTION & WAREHOUSING.

WILL SELL OR LEASE First Class Express and Storage Business. Established 1895. Forced to retire on account of age and ill health. Only first class warehouse in Marin County. Terms, if desired. For further information write Burkhart's Express & Fireproof Storage Company, San Rafael, Cal.

## Mason's Patent Whip Hoists

1860—MORE THAN HALF A CENTURY—1921

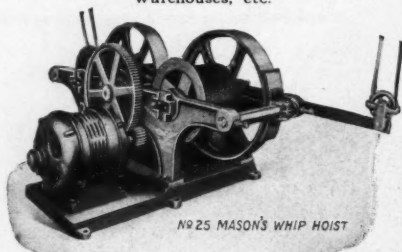
Specializing on Whip Hoists and their installation. Is this experience of value to you? It is, if you will avail yourself of it—think it over. Our whip is recognized as "The Standard"; it is in general use.

IT IS THE WHIP THAT ESTABLISHED THE MASS STANDARDS

Engineers and Architects specify them—why? THEY SAVE LABOR—GIVE BETTER DISTRIBUTION.

"In use at—"  
Terminal Warehouse Co., Providence, R. I.  
National Dock & Storage Co., East Boston, Mass.  
New York Dock Co., Brooklyn, N. Y.  
Crimmins & Peirce, Boston, Mass.  
New Bedford Storage Warehouse Co., New Bedford, Mass.  
Borden Condensed Milk Co., New York City.  
Eddystone Mfg. Co., Phila., Pa.  
Janestown Worsted Mills, Jamestown, N. Y.

For Mills, Docks, Cotton and Woolen Warehouses, etc.



18 in use at Terminal Wharf and Railroad Warehouse Co., East Boston, Mass.  
3 in use at New York Dock Co., Brooklyn, N. Y.  
6 in use at Terminal Warehouse of Rhode Island, Providence, R. I.

**VOLNEY W. MASON & CO., Inc.**  
PROVIDENCE, R. I., U. S. A.

J. L. GLEASON & CO., Agents for Boston, Mass.,  
241 Franklin St.

Send us plans of your Warehouse and we will WHIP IT.

## H. I. JACOBSON

Certified Public Accountant

Costs Systems Investigations  
We Know Warehousing

15 Park Row

New York City

Barclay 9154

References: Warehousemen and their associations

### ROUGH ON RATS

DON'T DIE IN THE HOUSE

A United States Department of Agriculture bulletin says: "The best bait usually is food of a kind that the rats and mice do not get in the vicinity. The bait should be kept fresh and attractive and the kind changed when necessary."

"Rough On Rats" mixes with any food. It rids premises of pests—quickly, thoroughly, cheaply. Get it at drug and general stores. "Ending Rats and Mice", our booklet, sent free; WRITE.

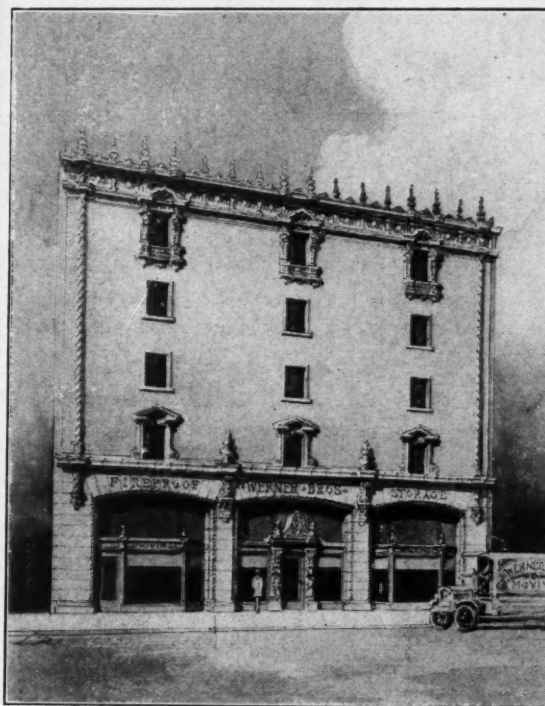
E. S. WELLS, Chemist    Jersey City, N. J.

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## Good Architecture As An Advertising Asset

Advertising men spend most of their money on drawings and photographs, that their advertisements shall make the most favorable FIRST impression. That is also the most lasting one.

You, yourself, can remember how any number of advertisements appeared. You can remember what was advertised.

They made a strong impression through appearance, and were remembered.

Your warehouse can become the "Remembered One" of a whole city, if George S. Kingsley designs it. Customers remember, and come, passing a dozen commonplace buildings to get to yours.



109  
N. Dearborn  
Street  
Chicago  
Ill.

# HOW

we put it across

Our plan: to furnish liability and compensation insurance in a stock company, on a profit-sharing basis.

First question we met: "Can we get people to do business with us direct, with very small 'selling expense?'"

We went out and asked them to do it, promising service. They trusted us, gave us the business, and we made good. Result—the business "stuck" and we found out that we could save about 15c on the dollar by doing the business direct.

Now we keep up our volume by correspondence, advertising, and one good man on the road.

Fine start. Next thing I tell you will be the next step in building our "savings."

Yours truly,

*Woody*

## EMPLOYERS INDEMNITY CORPORATION

E. G. Trimble, Pres. H. Woodhead, Vice-Pres.  
KANSAS CITY

## SHIPPERS INDEX

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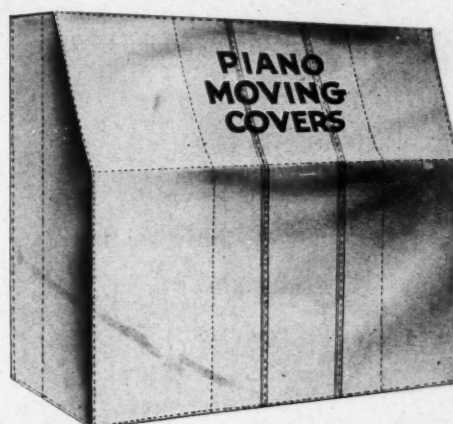
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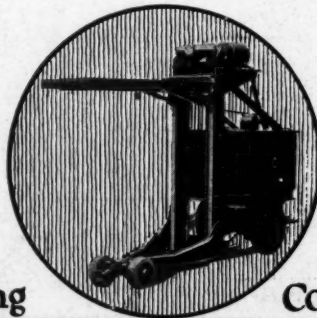


## Handling 75% More at 44% of Former Cost

When four men do the work of eight and are able to handle 75% more material at 44% of the former cost, an attractive saving is made.

This is what actually happened in the Appalachian Corporation warehouse at New Orleans when they installed one Lakewood Tier-Lift Truck.

It can happen again—in any warehouse where loads are hauled and hoisted by hand. We will be glad to show you how.

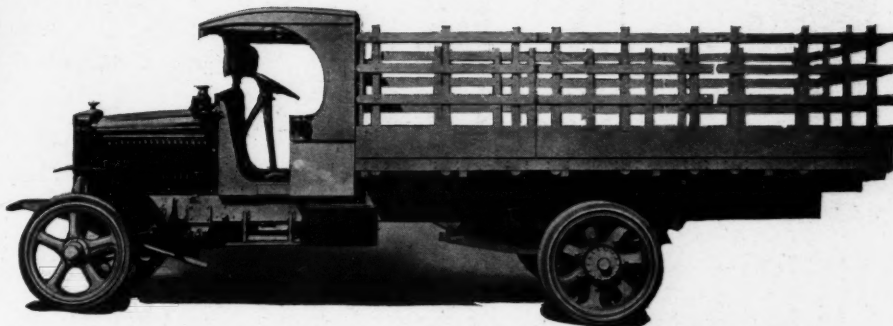


**The Lakewood Engineering**

**Company, Cleveland U.S.A.**

# Attention!

## WAREHOUSEMEN



**M**ILEAGE—more miles and less cost—is the vital upkeep consideration in your rolling stock. Dayton Steel Truck Wheels will enable you to increase efficiency and cut ton-mile cost surprisingly.

Everyone knows that wheels that remain true round save tires. Operators of New York and London bus lines have found that steel wheels which remain true round average 40,000 miles front and 30,000 miles rear, with very much larger figures in many cases.

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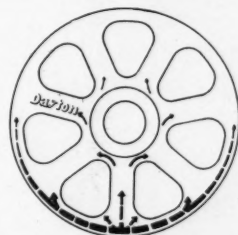
The facts will enable the warehousing industry to cut ton-mile cost every hour of the day. Send for the Dayton Steel Truck Wheel booklet—you will save dollars by learning the facts. Write us today.

**The Dayton Steel Foundry Company**  
Main Office and Works: Dayton, Ohio

# Dayton

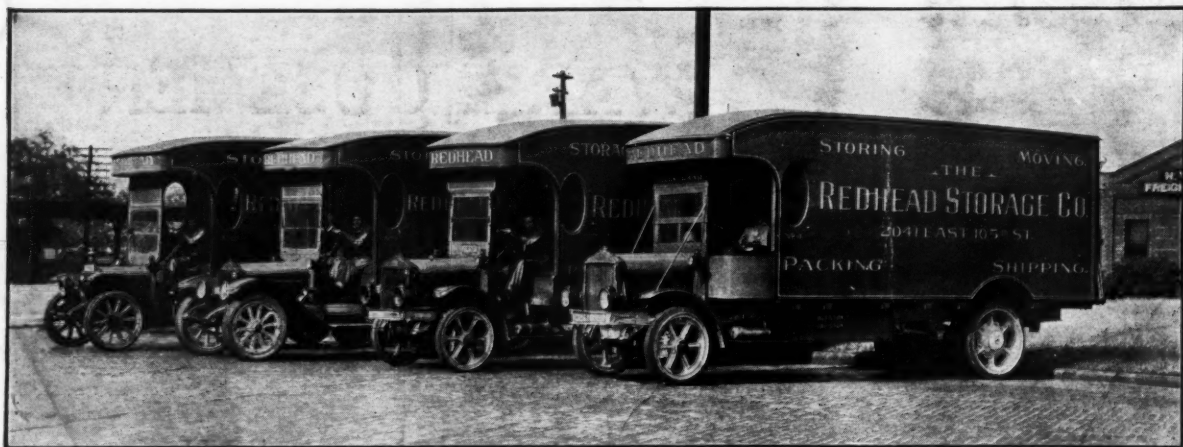
## Steel Truck Wheels

PATENTED



Type of Dayton Steel Wheel—hollow spokes and rim—uneven number of spokes with broadly flaring curves properly supporting rim. Road shocks are distributed and dissipated without fatiguing metal in wheel. In wood wheels or steel wheels with even number of spokes, weak points will develop where spokes join the rim and at the weak unsupported part of rim between spokes. Road shocks pass directly through hub diameter. Dayton wheels, of electric steel, make this weakness impossible.





Part of the fleet of five White Trucks owned by The Redhead Storage Company, of Cleveland

## Another Mover Buys More Whites

**T**HE Redhead Storage Company, of Cleveland, purchased their first White Truck in 1917. This unit has given such excellent service that more Whites are purchased as additional equipment is needed, and to-day a fleet of five White Trucks is in operation.

"Our satisfaction with Whites is best shown by the fact that a new five-ton White has recently been delivered to us," says Mr. Mead Redhead, President. "In our opinion the White Truck is

the real truck for so many reasons that we find it difficult to emphasize any one feature. We will surely increase our White equipment when business warrants it."

Moving and Storage Companies in all parts of the country are making similar statements; and they are backing up these statements with *repeat orders* for Whites. Other companies can profit by the experience of owners who have used White Trucks for many years and now buy *only* Whites.



THE WHITE COMPANY  
CLEVELAND

# White Trucks